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# The 1986 Survey of Dental Practice

## General Characteristics of Dentists

February 1987

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## GENERAL CHARACTERISTICS OF DENTISTS FOR THE YEAR OF 1985

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# HIGHLIGHTS

Eighteen percent of all private practitioners are under the age of 35; roughly half (51.4%) are under the age of 45; while 8.6% are 65 years of age or older.

Over half (58.8%) of the practitioners graduated from dental school since 1965, 31.2% graduated from dental school since 1975, and 10.6% graduated since 1980.

The solo dentist practice is the most typical size of private practice, 68.4%.

The mean age of all private practitioners is 44 years; for dentists graduating since 1980, 30 years.

The majority of the nation's private practitioners practice dentistry on a full-time basis.

Almost half of nonowner dentists, 47.5%, graduated from dental school since 1980. Roughly 72% have graduated since 1975, while 28.1% graduated before 1975.

## INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1985. Some of the areas summarized are age, region (U.S. census), and graduation year distributions. Certain statistics pertaining to the size of the dental practice and hours spent in the practice on a weekly and yearly basis are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

## All Dentists

Of all private practitioners, 18% are under the age of 35. Roughly half (51.4%) are under the age of 45, while 8.6% are 65 years of age of older.

Of the nine U.S. census regions, the higher concentration of private practitioners occurs in the Middle Atlantic and the South Atlantic (16.3% and 19.1%), while the lowest concentration seems to occur in the West North Cental and the Mountain regions (5.3% and 5.8%).

Over half (58.8%) of private practitioners graduated from dental school since 1965, while only 10.6% graduated from dental school since 1980.

The most typical size of private practice is the solo practice, with 68.4% of the private practitioners working with no other dentist.

Approximately 13% of the private practitioners work in a practice with two or more other dentists.

The mean age of all private practitioners is 44 years. For male practitioners, who comprise 97.4% of all private practitioners, the mean age is 45 years; while female practitioners', representing only 2.7% of all practitioners, mean age is 35 years.

Private practitioners spend, on average, 42.33 hours per week in the practice, 32.8 of which are spent treating patients. The average number of weeks worked per year is 47.29. On an annual basis, 2,010.76 hours are spent in the practice while 1,558.98 hours are spent treating patients (about 77.5%).

ALL DENTISTS
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 73 | 4.0 | 0 | 0 | 73 | 3.4 |
| 30-34 YEARS | 300 | 16.3 | 15 | 4.6 | 315 | 14.6 |
| 35-39 YEARS | 340 | 18.5 | 52 | 16.3 | 392 | 18.2 |
| 40-44 YEARS | 258 | 14.0 | 71 | 22.0 | 328 | 15.2 |
| 45-49 YEARS | 180 | 9.8 | 48 | 15.0 | 229 | 10.6 |
| 50-54 YEARS | 167 | 9.1 | 50 | 15.6 | 217 | 10.0 |
| 55-59 YEARS | 193 | 10.5 | 36 | 11.2 | 229 | 10.6 |
| 60-64 YEARS | 168 | 9.1 | 22 | 7.0 | 190 | 8.8 |
| 65 YEARS AND OLDER | 159 | 8.6 | 26 | 8.3 | 185 | 8.6 |
| REGION | | | | | | |
| NEW ENGLAND | 116 | 6.3 | 20 | 6.2 | 136 | 6.3 |
| MIDDLE ATLANTIC | 291 | 15.8 | 60 | 18.7 | 351 | 16.3 |
| SOUTH ATLANTIC | 355 | 19.3 | 58 | 18.0 | 412 | 19.1 |
| EAST SOUTH CENTRAL | 154 | 8.4 | 21 | 6.6 | 175 | 8.1 |
| EAST NORTH CENTRAL | 282 | 15.3 | 45 | 13.9 | 327 | 15.1 |
| WEST NORTH CENTRAL | 103 | 5.6 | 12 | 3.7 | 114 | 5.3 |
| WEST SOUTH CENTRAL | 137 | 7.5 | 36 | 11.4 | 173 | 8.0 |
| MOUNTAIN | 106 | 5.8 | 19 | 6.1 | 126 | 5.8 |
| PACIFIC | 293 | 16.0 | 49 | 15.4 | 343 | 15.9 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 736 | 40.1 | 154 | 48.1 | 890 | 41.3 |
| 1965-1974 | 471 | 25.7 | 124 | 38.5 | 595 | 27.6 |
| 1975-1980 | 406 | 22.1 | 39 | 12.1 | 445 | 20.6 |
| SINCE 1980 | 224 | 12.2 | 4 | 1.3 | 228 | 10.6 |
| ALL | 1837 | 100.0 | 321 | 100.0 | 2157 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

ALL DENTISTS
SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLO) | 1276 | 69.1 | 208 | 64.4 | 1484 | 68.4 |
| ONE OTHER DENTIST | 339 | 18.3 | 63 | 19.5 | 402 | 18.5 |
| TWO OR MORE OTHER DENTISTS | 233 | 12.6 | 52 | 16.2 | 285 | 13.1 |
| ALL | 1847 | 100.0 | 324 | 100.0 | 2171 | 100.0 |

ALL DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 46.6 | 44 | 97.0 | 1546 | 48.3 | 47 | 98.0 | 538 | 46.9 | 45 | 97.0 | [illegible] |
| FEMALE | 35 | 33 | 3.0 | 45 | 44.8 | 40 | 2.0 | 12 | 36.2 | 35 | 3.0 | 57 |
| ALL-WEIGHTED | 46.3 | 43 | 100.0 | 1591 | 48.3 | 47 | 100.0 | 550 | 46.6 | 44 | 100.0 | [illegible] |

ALL DENTISTS
MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.42 | 1619 | 46.56 | 550 | 47.29 | 2169 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.46 | 1619 | 41.58 | 550 | 42.33 | 2169 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2022.55 | 1619 | 1943.44 | 550 | 2010.76 | 2169 |
| HOURS PER WEEK TREATING PATIENTS | 33.05 | 1619 | 31.40 | 550 | 32.90 | 2169 |
| HOURS PER YEAR TREATING PATIENTS | 1574.88 | 1619 | 1468.20 | 550 | 1556.98 | 2169 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Independent Dentists

Of all independent dentists, 15.7% are under the age of 35. Half (50%) are under the age of 45, while 8.7% are 65 years of age of older.

Over half (57.7%) of independent practitioners graduated from dental school since 1965, while only 8.4% graduated from dental school since 1980.

Among independents, the most typical size of private practice is the solo practice, with 72.2% of the private practitioners working with no other dentist. About 11% of independent dentists work in a practice with two or more dentists.

The mean age of all independent practitioners is 45 years. For male practitioners, who comprise 97.4% of independent practitioners, the mean age is 46 years; while female practitioners', representing only 2.7% of all practitioners, mean age is 35.5 years.

Independent practitioners spend, on average, 42.55 hours per week in the practice, 32.99 of which are spent treating patients. The average number of weeks worked per year is 47.38. On an annual basis, 2,024.29 hours are spent in the practice while 1,570 hours are spent treating patients (about 77.6%).

INDEPENDENT DENTISTS
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 44 | 2.6 | 0 | 0 | 44 | 2.2 |
| 30-34 YEARS | 262 | 15.2 | 12 | 3.8 | 274 | 13.5 |
| 35-39 YEARS | 326 | 19.0 | 49 | 15.9 | 376 | 18.5 |
| 40-44 YEARS | 251 | 14.6 | 70 | 22.5 | 321 | 15.8 |
| 45-49 YEARS | 177 | 10.3 | 46 | 15.0 | 223 | 11.0 |
| 50-54 YEARS | 164 | 9.5 | 50 | 16.1 | 214 | 10.5 |
| 55-59 YEARS | 186 | 10.8 | 36 | 11.6 | 222 | 10.9 |
| 60-64 YEARS | 159 | 9.2 | 22 | 7.0 | 180 | 8.9 |
| 65 YEARS AND OLDER | 152 | 8.8 | 25 | 8.1 | 177 | 8.7 |
| REGION | | | | | | |
| NEW ENGLAND | 106 | 6.2 | 19 | 6.1 | 125 | 6.1 |
| MIDDLE ATLANTIC | 269 | 15.6 | 58 | 18.8 | 327 | 16.1 |
| SOUTH ATLANTIC | 338 | 19.6 | 56 | 18.2 | 394 | 19.4 |
| EAST SOUTH CENTRAL | 146 | 8.5 | 21 | 6.6 | 167 | 8.2 |
| EAST NORTH CENTRAL | 266 | 15.4 | 42 | 13.4 | 308 | 15.1 |
| WEST NORTH CENTRAL | 100 | 5.8 | 12 | 3.8 | 112 | 5.5 |
| WEST SOUTH CENTRAL | 129 | 7.5 | 36 | 11.7 | 165 | 8.1 |
| MOUNTAIN | 99 | 5.8 | 19 | 6.1 | 118 | 5.8 |
| PACIFIC | 268 | 15.6 | 48 | 15.3 | 316 | 15.5 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 710 | 41.2 | 152 | 48.9 | 861 | 42.4 |
| 1965-1974 | 464 | 27.0 | 121 | 38.8 | 585 | 28.8 |
| 1975-1980 | 379 | 22.0 | 37 | 11.9 | 416 | 20.5 |
| SINCE 1980 | 169 | 9.8 | 1 | 0.4 | 170 | 8.4 |
| ALL | 1722 | 100.0 | 311 | 100.0 | 2032 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLO) | 1269 | 73.3 | 208 | 66.2 | 1476 | 72.2 |
| ONE OTHER DENTIST | 288 | 16.6 | 59 | 18.9 | 347 | 17.0 |
| TWO OR MORE OTHER DENTISTS | 176 | 10.1 | 46 | 14.8 | 222 | 10.8 |
| ALL | 1732 | 100.0 | 314 | 100.0 | 2045 | 100.0 |

INDEPENDENT DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 46.6 | 45 | 97.[illegible] | 1546 | 48.3 | 47 | 98.0 | 538 | 46.9 | 45 | 97.0 | [illegible] |
| FEMALE | 35 | 34 | 3.[illegible] | 45 | 44.9 | 40 | 2.0 | 12 | 36.2 | 35.5 | 3.0 | 57 |
| ALL-WEIGHTED | 46.3 | 44 | 100.0 | 1591 | 48.3 | 47 | 100.0 | 550 | 46.6 | 45 | 100.0 | [illegible] |

INDEPENDENT DENTISTS
MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.57 | 1518 | 46.59 | 533 | 47.34 | 2051 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.75 | 1518 | 41.45 | 533 | 42.48 | 2051 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2039.78 | 1518 | 1938.72 | 533 | 2024.29 | 2051 |
| HOURS PER WEEK TREATING PATIENTS | 33.30 | 1518 | 31.26 | 533 | 32.99 | 2051 |
| HOURS PER YEAR TREATING PATIENTS | 1589.46 | 1518 | 1462.49 | 533 | 1570.00 | 2051 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Solo Dentists

Most dentists (68.4%) are solo practitioners. Of all solo dentists, 15.4% are under the age of 35. Almost half (48.5%) are under the age of 45, while 9.6% are 65 years of age of older.

Over half (56.5%) of all solo practitioners graduated from dental school since 1965, while 7.8% graduated from dental school since 1980.

The mean age of all solo practitioners is 46 years. For male practitioners, who comprise 97.2% of solo practitioners, the mean age is 46 years; for female practitioners, who represent 2.0% of all solo practitioners, the mean age is 37 years.

Solo practitioners spend, on average, 42.48 hours per week in the practice, 32.83 of which are spent treating patients. The average number of weeks worked per year is 47.39. On an annual basis, 2,021.10 hours are spent in the practice while 1,562.74 hours are spent treating patients (about 77.3%).

SOLO DENTISTS
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 26 | 2.1 | 0 | 0 | 26 | 1.8 |
| 30-34 YEARS | 191 | 15.2 | 8 | 3.8 | 198 | 13.6 |
| 35-39 YEARS | 234 | 18.7 | 35 | 17.3 | 269 | 18.5 |
| 40-44 YEARS | 167 | 13.3 | 45 | 22.5 | 212 | 14.6 |
| 45-49 YEARS | 131 | 10.5 | 31 | 15.5 | 162 | 11.2 |
| 50-54 YEARS | 124 | 9.9 | 32 | 15.8 | 156 | 10.7 |
| 55-59 YEARS | 130 | 10.4 | 22 | 11.1 | 152 | 10.5 |
| 60-64 YEARS | 126 | 10.0 | 12 | 5.8 | 137 | 9.4 |
| 65 YEARS AND OLDER | 123 | 9.8 | 16 | 8.2 | 140 | 9.6 |
| REGION | | | | | | |
| NEW ENGLAND | 75 | 6.0 | 10 | 5.0 | 85 | 5.9 |
| MIDDLE ATLANTIC | 191 | 15.2 | 31 | 15.5 | 222 | 15.3 |
| SOUTH ATLANTIC | 245 | 19.6 | 35 | 17.5 | 281 | 19.3 |
| EAST SOUTH CENTRAL | 108 | 8.7 | 11 | 5.3 | 119 | 8.2 |
| EAST NORTH CENTRAL | 179 | 14.3 | 31 | 15.2 | 210 | 14.4 |
| WEST NORTH CENTRAL | 74 | 5.9 | 9 | 4.7 | 84 | 5.8 |
| WEST SOUTH CENTRAL | 100 | 8.0 | 28 | 14.0 | 129 | 8.9 |
| MOUNTAIN | 80 | 6.4 | 14 | 7.0 | 94 | 6.5 |
| PACIFIC | 199 | 15.9 | 32 | 15.8 | 230 | 15.9 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 537 | 42.9 | 95 | 47.1 | 632 | 43.5 |
| 1965-1974 | 327 | 26.2 | 81 | 40.4 | 409 | 28.1 |
| 1975-1980 | 274 | 21.9 | 25 | 12.6 | 299 | 20.6 |
| SINCE 1980 | 113 | 9.0 | 0 | 0 | 113 | 7.8 |
| ALL | 1252 | 100.0 | 201 | 100.0 | 1453 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLO) | 1261 | 100.0 | 202 | 100.0 | 1463 | 100.0 |
| ALL | 1261 | 100.0 | 202 | 100.0 | 1463 | 100.0 |

SOLO DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 47.5 | 46 | 98.0 | 1065 | 48.3 | 47 | 98.0 | 337 | 47.6 | 46 | 98.0 | 1402 |
| FEMALE | 37.4 | 36 | 2.0 | 22 | 42.7 | 37 | 2.0 | 7 | 38.1 | 37 | 2.0 | 29 |
| ALL-WEIGHTED | 47.3 | 45 | 100.0 | 1087 | 48.2 | 46.5 | 100.0 | 344 | 47.4 | 46 | 100.0 | 1431 |

SOLO DENTISTS
MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.53 | 1105 | 46.55 | 344 | 47.39 | 1449 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.64 | 1105 | 41.54 | 344 | 42.48 | 1449 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2034.03 | 1105 | 1940.53 | 344 | 2021.10 | 1449 |
| HOURS PER WEEK TREATING PATIENTS | 33.07 | 1105 | 31.31 | 344 | 32.83 | 1449 |
| HOURS PER YEAR TREATING PATIENTS | 1578.81 | 1105 | 1462.62 | 344 | 1562.74 | 1449 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Employed Dentists

Of all employed dentists, 59% are under the age of 35, while 76.3% are under the age of 45. About 7% are 65 years of age of older.

Almost half (47.5%) of employed practitioners graduated from dental school since 1980. Roughly 80% graduated from dental school since 1965, while about 20% graduated before 1965.

Of all employed dentists, about half (50.4%) work in a practice with only one other dentist, the remaining work in larger dental offices.

The mean age of all employed practitioners is 34 years. For male practitioners, who comprise 85.4% of employed practitioners, the mean age is 34 years; for female practitioners', who represent 9.5% of all employed practitioners, the mean age is 31 years.

Employed practitioners spend, on average, 39.68 hours per week in the practice, 30.76 of which are spent treating patients. The average number of weeks worked per year is 46.50. On an annual basis, 1,856.88 hours are spent in the practice while 1,441.55 hours are spent treating patients (about 77.6%).

EMPLOYED DENTISTS
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 18 | 25.0 | 0 | 0 | 18 | 23.0 |
| 30-34 YEARS | 26 | 35.9 | 2 | 36.4 | 29 | 36.0 |
| 35-39 YEARS | 7 | 9.4 | 2 | 36.4 | 9 | 11.6 |
| 40-44 YEARS | 5 | 6.3 | 0 | 0 | 5 | 5.7 |
| 45-49 YEARS | 2 | 3.1 | 1 | 9.1 | 3 | 3.6 |
| 50-54 YEARS | 2 | 3.1 | 0 | 0 | 2 | 2.9 |
| 55-59 YEARS | 5 | 6.3 | 0 | 0 | 5 | 5.7 |
| 60-64 YEARS | 3 | 4.7 | 0 | 0 | 3 | 4.3 |
| 65 YEARS AND OLDER | 5 | 6.3 | 1 | 18.2 | 6 | 7.2 |
| REGION | | | | | | |
| NEW ENGLAND | 3 | 4.7 | 1 | 18.2 | 5 | 5.8 |
| MIDDLE ATLANTIC | 16 | 21.9 | 1 | 9.1 | 17 | 20.8 |
| SOUTH ATLANTIC | 15 | 20.3 | 1 | 18.2 | 16 | 20.1 |
| EAST SOUTH CENTRAL | 3 | 4.7 | 1 | 9.1 | 4 | 5.0 |
| EAST NORTH CENTRAL | 9 | 12.5 | 2 | 27.3 | 11 | 13.7 |
| WEST NORTH CENTRAL | 2 | 3.1 | 0 | 0 | 2 | 2.9 |
| WEST SOUTH CENTRAL | 7 | 9.4 | 0 | 0 | 7 | 8.6 |
| MOUNTAIN | 5 | 6.3 | 0 | 0 | 5 | 5.7 |
| PACIFIC | 13 | 17.2 | 1 | 18.2 | 14 | 17.3 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 15 | 20.3 | 1 | 18.2 | 16 | 20.1 |
| 1965-1974 | 5 | 6.3 | 2 | 27.3 | 6 | 8.0 |
| 1975-1980 | 18 | 25.0 | 1 | 18.2 | 19 | 24.4 |
| SINCE 1980 | 35 | 48.4 | 2 | 36.4 | 38 | 47.5 |
| ALL | 73 | 100.0 | 6 | 100.0 | 79 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS
SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PRACTICE SIZE | | | | | | |
| ONE OTHER DENTIST | 37 | 50.0 | 4 | 54.5 | 40 | 50.4 |
| TWO OR MORE OTHER DENTISTS | 37 | 50.0 | 3 | 45.5 | 39 | 49.6 |
| ALL | 73 | 100.0 | 6 | 100.0 | 79 | 100.0 |

EMPLOYED DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 40.4 | 34 | 88.0 | 52 | 42.3 | 36 | 100.0 | 11 | 40.6 | 34 | 90.0 | 63 |
| FEMALE | 31.6 | 31 | 12.0 | 7 | 0 | 0 | 0 | 0 | 31.6 | 31 | 10.0 | 7 |
| ALL-WEIGHTED | 39.4 | 34 | 100.0 | 59 | 42.3 | 36 | 100.0 | 11 | 39.6 | 34 | 100.0 | 70 |

EMPLOYED DENTISTS
MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 46.41 | 64 | 47.55 | 11 | 46.50 | 75 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 39.05 | 64 | 46.80 | 11 | 39.68 | 75 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 1823.45 | 64 | 2234.21 | 11 | 1856.88 | 75 |
| HOURS PER WEEK TREATING PATIENTS | 30.22 | 64 | 36.82 | 11 | 30.76 | 75 |
| HOURS PER YEAR TREATING PATIENTS | 1413.33 | 64 | 1760.09 | 11 | 1441.55 | 75 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Dentists Graduating Since 1980

Most (87.5%) dentists graduating since 1980 are under the age of 35, while 11.5% are between the ages of 35 and 39 years.

The solo practice is the most prevalent practice size among recent graduates, with 51.6% working in a practice with no other dentist. About one quarter (25.8%) practice with one other dentist, while 22.6% work in a practice with two or more other dentists.

The mean age of all dentists graduating since 1980 is 30 years. For male practitioners the mean age is 30 years, and for female practitioners the same figure is 32 years. Male practitioners comprise 76.4% of recent graduates, while female practitioners account for 12.8%.

Dentists graduating since 1980 work, on average, 44.75 hours per week in the practice, 33.16 of which are spent treating patients. The average number of weeks worked per year is 48.25. On an annual basis, 2,165.60 hours are spent in the practice while 1,605.90 hours are spent treating patients (74%).

DENTISTS GRADUATING SINCE 1980
DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 73 | 32.7 | 0 | 0 | 73 | 32.1 |
| 30-34 YEARS | 122 | 54.6 | 4 | 100.0 | 126 | 55.4 |
| 35-39 YEARS | 26 | 11.7 | 0 | 0 | 26 | 11.5 |
| 40-44 YEARS | 2 | 1.0 | 0 | 0 | 2 | 1.0 |
| REGION | | | | | | |
| NEW ENGLAND | 11 | 5.1 | 1 | 28.6 | 13 | 5.5 |
| MIDDLE ATLANTIC | 32 | 14.3 | 2 | 42.9 | 34 | 14.8 |
| SOUTH ATLANTIC | 42 | 18.9 | 1 | 14.3 | 43 | 18.8 |
| EAST SOUTH CENTRAL | 19 | 8.7 | 0 | 0 | 19 | 8.5 |
| EAST NORTH CENTRAL | 38 | 16.8 | 1 | 14.3 | 38 | 16.8 |
| WEST NORTH CENTRAL | 16 | 7.1 | 0 | 0 | 16 | 7.0 |
| WEST SOUTH CENTRAL | 23 | 10.2 | 0 | 0 | 23 | 10.0 |
| MOUNTAIN | 15 | 6.6 | 0 | 0 | 15 | 6.5 |
| PACIFIC | 27 | 12.2 | 0 | 0 | 27 | 12.0 |
| GRADUATION YEAR | | | | | | |
| SINCE 1980 | 224 | 100.0 | 4 | 100.0 | 228 | 100.0 |
| ALL | 224 | 100.0 | 4 | 100.0 | 228 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980
SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLO) | 118 | 52.6 | 0 | 0 | 118 | 51.6 |
| ONE OTHER DENTIST | 56 | 25.0 | 3 | 71.4 | 59 | 25.8 |
| TWO OR MORE OTHER DENTISTS | 50 | 22.4 | 1 | 28.6 | 51 | 22.6 |
| ALL | 224 | 100.0 | 4 | 100.0 | 228 | 100.0 |

DENTISTS GRADUATING SINCE 1980
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 31 | 30 | 85.0 | 154 | 31.7 | 31 | 100.0 | 7 | 31.1 | 30 | 86.0 | [illegible] |
| FEMALE | 32.4 | 32 | 15.0 | 27 | 0 | 0 | 0 | 0 | 32.4 | 32 | 14.0 | [illegible] |
| ALL-WEIGHTED | 31.2 | 30 | 100.0 | 181 | 31.7 | 31 | 100.0 | 7 | 31.3 | 30 | 100.0 | 188 |

DENTISTS GRADUATING SINCE 1980
MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 48.23 | 196 | 48.86 | 7 | 48.25 | 203 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 44.70 | 196 | 47.42 | 7 | 44.75 | 203 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2162.78 | 196 | 2318.69 | 7 | 2165.60 | 203 |
| HOURS PER WEEK TREATING PATIENTS | 33.14 | 196 | 34.43 | 7 | 33.16 | 203 |
| HOURS PER YEAR TREATING PATIENTS | 1604.63 | 196 | 1674.86 | 7 | 1605.90 | 203 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Methodology and Definitions

### INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

### SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

#### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | **Primary Occupation** | **Secondary Occupation** |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of **1985 as:**

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ________ | ________ |
| | zip code | |

7. **Please** indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| The average number of: | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | ______ | ______ |
| | appointments per week | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | ______ | ______ |
| | visits per week | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | ______ | ______ |
| | visits per week | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | ______ | ______ |
| | visits per week | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | ______ | ______ |
| | weeks | |
| b. Total number of **HOURS PER WEEK** spent in the practice | ______ | ______ |
| | hours per week | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | ______ | ______ |
| | hours per week | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | ______ |

11. Please indicate the number of full-time (**32 hours per week** or more) and part-time (**less than 32 hours per week**) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Employee Positions full-time | Number of Employee Positions part-time |
|---|---|---|
| a. Dental hygienist(s) | ______ | ______ |
| b. Chairside assistant(s) | ______ | ______ |
| c. Secretary/receptionist(s)* | ______ | ______ |
| d. Dental laboratory technician(s) | ______ | ______ |
| e. Bookkeeper, business personnel | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. **If no hygienists** were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985:

| The average number of: | Dental Hygienist(s) |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | ______ |
| | appointments per week |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | ______ |
| | visits per week |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

| | |
|---|---|
| a. Salary only | 1 |
| b. Commission only | 2 |
| c. Salary plus commission | 3 |
| d. Other, please specify ______ | |

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

| | |
|---|---|
| a. employee | 1 |
| b. independent contractor | 2 |
| c. Other, please specify ______ | |

**15. Please provide the following for EACH DENTAL HYGIENIST in the ENTIRE PRIMARY PRACTICE during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.**

| **DENTAL HYGIENIST(S):** | Not applicable (Please check boxes) | 1985 ANNUAL Salary/ Commission (in dollars) | Weeks Worked in 1985 | Hours Worked per Week | Length of Experience PRIOR to Employment in this Practice | | Length of Employment in this Practice | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger ______%
15 to 64 years of age ______%
65 years of age or older ______%
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 ______%
$10,000 to 29,999 ______%
$30,000 or more ______%
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care ______%
covered by a public assistance program that pays or partially pays for their dental care ______%
not covered by an insurance program ______%
**TOTAL 100 %**

d. were members of a racial minority ______%

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ______ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 (**annual billing**)? $ ______.00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ______%
c. as direct payment from private insurance carriers ______%
d. from other sources of payment (Please specify) ______ ______%
**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?
Yes ...... 1
No ...... 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent $ ______.00
b. Yearly mortgage (including interest) $ ______.00
c. Total salaries, wages and commissions of non-dentists employees $ ______.00
d. Commercial dental laboratory charges $ ______.00
e. Dental supplies $ ______.00
f. Advertising expenses $ ______.00
g. Bad debts $ ______.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ______.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.2

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The Bureau of Economic and
Behavioral Research

1986

211 East Chicago Avenue
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# The 1986 Survey of Dental Practice

## Employment Status of Dentists

February 1987

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## HIGHLIGHTS

Among all dentists who worked in private practice as a primary occupation, 94.2% were owners or part-owners in their current primary practices.

For all dentists, sole proprietorship is the predominant form of dental practice ownership (57.6%). There is a tendency, however, for specialists to be shareholders in incorporated practices.

Among all dentists who began in their current primary practice as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage or associate basis, 71.2% are currently owners of part-owners of their dental practices.

## INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1985. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

## All Dentists

Most dentists started in their current primary practices as owners (85.4%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 72.5% for all dentists, 73.4% for all general practitioners, 67.7% for all specialists.

Currently among all dentists, sole proprietorship is still the predominant form of dental practice ownership, 57.6%. Most general practitioners are sole proprietors (61.4%), and slightly over half (50.6%) of specialists are shareholders in an incorporated practice. Thirty-six percent of all specialists are currently sole proprietors.

About 94% of all dentists either share in the ownership of their current primary practice or are the sole owners of their practices.

Among all dentists who began in their current primary practices as nonowners, 71.2% became owners or part-owners. Of this percentage, 23.5% became sole proprietors, 30.2% became shareholders in an incorporated practice, and the remaining 17.5% became partners.

EMPLOYMENT STATUS OF DENTISTS ALL DENTISTS

ALL DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1349 | 73.4 | 217 | 67.7 | 1566 | 72.5 |
| PARTNER | 112 | 6.1 | 25 | 7.9 | 137 | 6.4 |
| SHAREHOLDER - INCORPORATED | 102 | 5.5 | 39 | 12.1 | 140 | 6.5 |
| NONSHAREHOLDER - INCORPORATED | 97 | 5.3 | 22 | 7.0 | 119 | 5.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 113 | 6.1 | 13 | 4.0 | 126 | 5.8 |
| INDEPENDENT CONTRACTOR | 66 | 3.6 | 4 | 1.3 | 70 | 3.3 |
| ALL | 1838 | 100.0 | 321 | 100.0 | 2159 | 100.0 |

ALL DENTISTS
DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1128 | 61.4 | 115 | 36.0 | 1244 | 57.6 |
| PARTNER | 126 | 6.8 | 33 | 10.3 | 158 | 7.3 |
| SHAREHOLDER - INCORPORATED | 470 | 25.6 | 162 | 50.6 | 632 | 29.3 |
| NONSHAREHOLDER - INCORPORATED | 50 | 2.7 | 6 | 2.0 | 57 | 2.6 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 22 | 1.2 | 0 | 0 | 22 | 1.0 |
| INDEPENDENT CONTRACTOR | 42 | 2.3 | 4 | 1.1 | 46 | 2.1 |
| ALL | 1838 | 100.0 | 321 | 100.0 | 2159 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS ALL DENTISTS

ALL DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 54 | 25.5 | 4 | 11.7 | 58 | 23.5 |
| PARTNER | 35 | 16.8 | 8 | 21.7 | 43 | 17.5 |
| SHAREHOLDER - INCORPORATED | 56 | 26.6 | 18 | 51.7 | 74 | 30.2 |
| NONSHAREHOLDER - INCORPORATED | 46 | 21.7 | 4 | 11.7 | 50 | 20.3 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 17 | 8.2 | 0 | 0 | 17 | 7.0 |
| INDEPENDENT CONTRACTOR | 2 | 1.1 | 1 | 3.3 | 3 | 1.4 |
| ALL | 210 | 100.0 | 35 | 100.0 | 245 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Independent Dentists

Of all independent dentists, 89.7% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 76.2% for all independent dentists, 77.4% for all independent general practitioners, 69.7% for all independent specialists.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (61.1%). Independent general practitioners tend to be sole proprietors (65.5%), while the majority of independent specialists are shareholders in an incorporated practice (52.3%). About 37% of all independent specialists are currently sole proprietors.

Among independent dentists who began in their current primary practices as nonowners, there is a tendency for independent specialists to become shareholders in an incorporated practice (60.8%). Independent general practitioners tend to choose sole proprietorships (37%) and shareholding in an incorporated practice (38.6%) at almost the same rate.

INDEPENDENT DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1334 | 77.4 | 216 | 69.7 | 1550 | 76.2 |
| PARTNER | 111 | 6.4 | 25 | 8.1 | 136 | 6.7 |
| SHAREHOLDER - INCORPORATED | 100 | 5.8 | 38 | 12.1 | 138 | 6.8 |
| NONSHAREHOLDER - INCORPORATED | 51 | 3.0 | 17 | 5.5 | 68 | 3.4 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 94 | 5.4 | 13 | 4.2 | 106 | 5.2 |
| INDEPENDENT CONTRACTOR | 34 | 2.0 | 1 | 0.4 | 35 | 1.7 |
| ALL | 1724 | 100.0 | 311 | 100.0 | 2035 | 100.0 |

INDEPENDENT DENTISTS
DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1128 | 65.5 | 115 | 37.1 | 1244 | 61.1 |
| PARTNER | 126 | 7.3 | 33 | 10.6 | 158 | 7.8 |
| SHAREHOLDER - INCORPORATED | 470 | 27.3 | 162 | 52.3 | 632 | 31.1 |
| ALL | 1724 | 100.0 | 311 | 100.0 | 2035 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 54 | 37.0 | 4 | 13.7 | 58 | 33.0 |
| PARTNER | 35 | 24.4 | 8 | 25.5 | 43 | 24.6 |
| SHAREHOLDER - INCORPORATED | 56 | 38.6 | 18 | 60.8 | 74 | 42.4 |
| ALL | 145 | 100.0 | 30 | 100.0 | 175 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Solo Dentists

Of all solo dentists, 93.9% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 87.1% for all solo dentists, 88% for all solo general practitioners, 81.3% for all solo specialists.

Currently among all solo dentists sole proprietorship is still the predominant form of all dental practice ownership (74%). Both solo general practitioners and solo specialists tend to be sole proprietors, 77.8% and 50.6%, respectively. However, a great proportion of the solo specialists are shareholders in an incorporated practice (49.4%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (58.8%). Independent general practitioners tend to favor sole proprietorships (62%).

EMPLOYMENT STATUS OF DENTISTS SOLO DENTISTS

SOLO DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PEPCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1107 | 88.0 | 164 | 81.3 | 1270 | 87.1 |
| PARTNER | 29 | 2.3 | 6 | 2.9 | 34 | 2.4 |
| SHAREHOLDER - INCORPORATED | 43 | 3.4 | 21 | 10.5 | 65 | 4.4 |
| NONSHAREHOLDER - INCORPORATED | 17 | 1.4 | 5 | 2.3 | 22 | 1.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 40 | 3.2 | 5 | 2.6 | 45 | 3.1 |
| INDEPENDENT CONTRACTOR | 22 | 1.7 | 1 | 0.3 | 22 | 1.5 |
| ALL | 1257 | 100.0 | 201 | 100.0 | 1458 | 100.0 |

SOLO DENTISTS
DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 978 | 77.8 | 102 | 50.6 | 1080 | 74.0 |
| SHAREHOLDER - INCORPORATED | 280 | 22.2 | 99 | 49.4 | 379 | 26.0 |
| ALL | 1257 | 100.0 | 201 | 100.0 | 1458 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 35 | 62.0 | 4 | 41.2 | 39 | 58.9 |
| SHAREHOLDER - INCORPORATED | 22 | 38.0 | 6 | 58.8 | 28 | 41.1 |
| ALL | 57 | 100.0 | 10 | 100.0 | 67 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Nonowner Dentists

Of all current nonowner dentists, slightly over 13% started in their current primary practices as owners, acting as sole proprietor or shareholder in an incorporated practice. Most (85.3%) nonowner dentists began in their current primary practice employed by an incorporated (63.5%) or unincorporated (21.8%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (72.3%).

EMPLOYED DENTISTS
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 9 | 12.7 | 1 | 9.1 | 10 | 12.4 |
| SHAREHOLDER - INCORPORATED | 0 | 0 | 1 | 18.2 | 1 | 1.5 |
| NONSHAREHOLDER - INCORPORATED | 46 | 63.5 | 4 | 63.6 | 50 | 63.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 17 | 23.8 | 0 | 0 | 17 | 21.8 |
| INDEPENDENT CONTRACTOR | 0 | 0 | 1 | 9.1 | 1 | 0.8 |
| ALL | 72 | 100.0 | 6 | 100.0 | 78 | 100.0 |

EMPLOYED DENTISTS
DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| NONSHAREHOLDER - INCORPORATED | 50 | 69.8 | 6 | 100.0 | 57 | 72.3 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 22 | 30.2 | 0 | 0 | 22 | 27.7 |
| ALL | 72 | 100.0 | 6 | 100.0 | 78 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

EMPLOYED DENTISTS
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| NONSHAREHOLDER - INCORPORATED | 46 | 72.7 | 4 | 100.0 | 50 | 74.4 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 17 | 27.3 | 0 | 0 | 17 | 25.6 |
| ALL | 63 | 100.0 | 4 | 100.0 | 67 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Dentists Graduating Since 1980

Most dentists graduating since 1980 began in their current primary practices as owners (66.1%). Sole proprietorship was the most common form of dental practice ownership for general practitioners (54.1%). Most specialists, however, began in their current employment situation as nonshareholders in an incorporated practice (57.1%).

Currently among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors (56.7%) is higher than the percentage of dentists who started in their current practices as sole proprietors (53.1%). In comparison, there has been a 14.9 percentage point decline for all dentists. The type of ownership status exhibiting the most rapid growth is that of shareholder in an incorporated practice: rising 4 percentage points.

Almost seventy-five percent of all dentists graduating after 1980 are owners or part-owners of their primary practices. There is a tendency over time to become practice owners, as the percentage who started as nonowners (24.3%) declines to 16.2% of dentists who are currently nonowners, with ownership rising from 66.1% to 75%.

Among all dentists graduating since 1980 who began in their current primary practice as a nonowner, 30.2% are currently owners or part-owners of their dental practice.

EMPLOYMENT STATUS OF DENTISTS

DENTISTS GRADUATING
SINCE 1980

DENTISTS GRADUATING SINCE 1980
DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 120 | 54.1 | 0 | 0 | 120 | 53.1 |
| PARTNER | 18 | 8.2 | 1 | 14.3 | 19 | 8.4 |
| SHAREHOLDER - INCORPORATED | 10 | 4.6 | 0 | 0 | 10 | 4.6 |
| NONSHAREHOLDER - INCORPORATED | 32 | 14.4 | 2 | 57.1 | 34 | 15.2 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 21 | 9.3 | 0 | 0 | 21 | 9.1 |
| INDEPENDENT CONTRACTOR | 21 | 9.3 | 1 | 28.6 | 22 | 9.6 |
| ALL | 221 | 100.0 | 4 | 100.0 | 225 | 100.0 |

DENTISTS GRADUATING SINCE 1980
DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 128 | 57.7 | 0 | 0 | 128 | 56.7 |
| PARTNER | 21 | 9.3 | 1 | 28.6 | 22 | 9.6 |
| SHAREHOLDER - INCORPORATED | 19 | 8.8 | 0 | 0 | 19 | 8.6 |
| NONSHAREHOLDER - INCORPORATED | 26 | 11.9 | 2 | 57.1 | 29 | 12.7 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 8 | 3.6 | 0 | 0 | 8 | 3.5 |
| INDEPENDENT CONTRACTOR | 19 | 8.8 | 1 | 14.3 | 20 | 8.9 |
| ALL | 221 | 100.0 | 4 | 100.0 | 225 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

DENTISTS GRADUATING SINCE 1980
DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 6 | 10.9 | 0 | 0 | 6 | 10.4 |
| PARTNER | 6 | 10.9 | 1 | 25.0 | 6 | 11.5 |
| SHAREHOLDER - INCORPORATED | 5 | 8.7 | 0 | 0 | 5 | 8.3 |
| NONSHAREHOLDER - INCORPORATED | 26 | 50.0 | 2 | 75.0 | 28 | 51.1 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 8 | 15.2 | 0 | 0 | 8 | 14.6 |
| INDEPENDENT CONTRACTOR | 2 | 4.3 | 0 | 0 | 2 | 4.2 |
| ALL | 52 | 100.0 | 2 | 100.0 | 55 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Methodology and Definitions

### INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

### SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

#### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? (Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ______ | ______ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| | Primary Practice | Secondary Practice | |
|---|---|---|---|
| The average number of: | | | |
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | ______ | ______ | appointments per week |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | ______ | ______ | visits per week |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | ______ | ______ | visits per week |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | ______ | ______ | visits per week |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

| | Primary Practice | Secondary Practice | |
|---|---|---|---|
| a. Total number of weeks worked (excluding vacation) | ______ | ______ | weeks |
| b. Total number of **HOURS PER WEEK** spent in the practice | ______ | ______ | hours per week |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | ______ | ______ | hours per week |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | ______ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Employee Positions | |
|---|---|---|
| | full-time | part-time |
| a. Dental hygienist(s) | ______ | ______ |
| b. Chairside assistant(s) | ______ | ______ |
| c. Secretary/receptionist(s)* | ______ | ______ |
| d. Dental laboratory technician(s) | ______ | ______ |
| e. Bookkeeper/business personnel | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

***NOTE**: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985.

| | Dental Hygienist(s) | |
|---|---|---|
| The average number of: | | |
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | ______ | appointments per week |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | ______ | visits per week |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

| | |
|---|---|
| a. Salary only | 1 |
| b. Commission only | 2 |
| c. Salary plus commission | 3 |
| d. Other, please specify ______ | |

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

| | |
|---|---|
| a. employee | 1 |
| b. independent contractor | 2 |
| c. Other, please specify ______ | |

5. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ________ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ________ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ________ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were:

14 years of age or younger ________%

15 to 64 years of age ________%

65 years of age or older ________%

**TOTAL 100 %**

b. were members of families whose annual income is estimated to be

under $10,000 ________%

$10,000 to 29,999 ________%

$30,000 or more ________%

**TOTAL 100 %**

c. were:

covered by a private insurance program that pays or partially pays for their dental care ________%

covered by a public assistance program that pays or partially pays for their dental care ________%

not covered by an insurance program ________%

**TOTAL 100 %**

d. were members of a racial minority ........ ________%

> If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ........ ________ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ........ ________ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ........ ________ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ........ ________ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? ........ $ ____________ .00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ........ ________%

b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ........ ________%

c. as direct payment from private insurance carriers ........ ________%

d. from other sources of payment (Please specify) ____________ ________%

**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ........ 1

No ........ 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent ........ $ ____________ .00

b. Yearly mortgage (including interest) $ ____________ .00

c. Total salaries, wages and commissions of non-dentists employees $ ____________ .00

d. Commercial dental laboratory charges ........ $ ____________ .00

e. Dental supplies ........ $ ____________ .00

f. Advertising expenses ........ $ ____________ .00

g. Bad debts ........ $ ____________ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? ........ $ ____________ .00 (This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.3

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

1986

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1986 Survey of Dental Practice

## Patient Visits to the Dentist

February 1987

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## PATIENT VISITS TO THE DENTIST FOR THE YEAR 1985

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HIGHLIGHTS

- For independent dentists, the mean weekly total patient visits excluding those with hygienist appointments only (scheduled visits, walk-ins, plus emergency visits) was 63.8. Independent general practitioners treated 58.1, while independent specialists treated an average of 96.7 per week.

- For independent dentists, the mean weekly total patient visits (including hygienist visits, scheduled visits, walk-ins, plus emergency visits) was 78.9. Independent general practitioners treated 74.8, while independent specialists treated an average of 102.2 per week.

- For all dentists, "no-shows" accounted for, on average, a loss of 6.8% of scheduled weekly appointments (including those primarily for hygiene treatment.)

- For all dentists, the average number of emergency visits per week was 4.6, with general practitioners seeing 4.5, and specialists 5.1 per week.

## INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the different components of patient visits to the private practitioners in the U.S. for the year 1985. Areas examined are scheduled appointments, total number of visits, no-shows, walk-ins, and emergency visits. Visits including hygienist appointments are summarized separately from those not including hygienist appointments. Dentists were asked to respond to the survey regarding patient care that thet personally provided in 1985.

Data for weekly are yearly visits are provided. Yearly data is obtained by multiplying weekly figures by the number of weeks worked per year.

Tables are presented separately for all dentists (all private practitioners), independent (owner) dentists, solo dentists, and independent dentists graduating since 1980. The tables present detailed data broken down by general practitioner and specialist status for each of the four categories.

## ALL DENTISTS

The average number of total patients' visits per week for all dentists, including hygienist visits, was 7.8. This figure includes scheduled visits plus walk-ins and emergency visits. Excluding hygienist visits, the mean number of total patients' visits per week was 63.1.

For all dentists, there were about 2.5 patient walk-in visits and 4.6 emergency visits per week. Including hygienist visits, the mean number of-patient no-shows was 4.8 per week; excluding hygienist visits, 3.6 per week. Excluding hygienist visits, the average number of total patient visits per week for a general practitioner is 57.4. For a specialist, the number is 97.3.

Annually, excluding hygienist visits, the total number of patient visits for all dentists was 2,993. The mean for general practitioners was 2,737 and specialists saw 4,522. Including hygienist visits, the annual figures become 3,699 total patient visits for all dentists; general practitioners reported 3,518 and specialists reported 4,776.

For all dentists, no-shows account for a loss of 6.8% of weekly scheduled appointments.

The average number of emergency visits per week for all dentists is 4.6. General practitoners treat 4.5, while specialists see 5.1 emergencies weekly.

ALL DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 71.1 | 1556 | 101.9 | 522 | 75.6 | 2078 |
| WALK-IN VISITS | 2.5 | 1580 | 2.7 | 519 | 2.5 | 2099 |
| EMERGENCY VISITS | 4.5 | 1580 | 5.1 | 521 | 4.6 | 2101 |
| SCHEDULED VISITS TREATED | 66.8 | 1518 | 95.2 | 504 | 70.9 | 2022 |
| TOTAL VISITS PER WEEK | 73.9 | 1497 | 102.8 | 485 | 78.0 | 1982 |
| NO-SHOWS | 4.4 | 1518 | 6.9 | 504 | 4.8 | 2022 |

ALL DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 53.4 | 1589 | 96.1 | 535 | 59.7 | 2124 |
| WALK-IN VISITS | 2.5 | 1580 | 2.7 | 519 | 2.5 | 2099 |
| EMERGENCY VISITS | 4.5 | 1580 | 5.1 | 521 | 4.6 | 2101 |
| SCHEDULED VISITS TREATED | 50.3 | 1561 | 89.5 | 518 | 56.0 | 2079 |
| TOTAL VISITS PER WEEK | 57.4 | 1537 | 97.3 | 499 | 63.1 | 2036 |
| NO-SHOWS | 3.1 | 1559 | 6.7 | 516 | 3.6 | 2075 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

ALL DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3384.9 | 1553 | 4747.0 | 520 | 3585.4 | 2073 |
| WALK-IN VISITS | 119.2 | 1580 | 125.1 | 519 | 120.1 | 2099 |
| EMERGENCY VISITS | 212.9 | 1580 | 238.0 | 521 | 216.5 | 2101 |
| SCHEDULED VISITS TREATED | 3180.0 | 1518 | 4416.4 | 504 | 3360.7 | 2022 |
| TOTAL VISITS PER YEAR | 3518.6 | 1497 | 4775.8 | 485 | 3698.6 | 1982 |
| NO-SHOWS | 209.9 | 1518 | 322.4 | 504 | 226.3 | 2022 |

ALL DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2548.3 | 1589 | 4470.9 | 535 | 2832.6 | 2124 |
| WALK-IN VISITS | 119.2 | 1580 | 125.1 | 519 | 120.1 | 2099 |
| EMERGENCY VISITS | 212.9 | 1580 | 238.0 | 521 | 216.5 | 2101 |
| SCHEDULED VISITS TREATED | 2401.1 | 1561 | 4156.4 | 518 | 2657.5 | 2079 |
| TOTAL VISITS PER YEAR | 2737.3 | 1537 | 4521.5 | 499 | 2993.1 | 2036 |
| NO-SHOWS | 149.2 | 1559 | 313.3 | 516 | 173.1 | 2075 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

## INDEPENDENTS, SOLO, AND INDEPENDENT DENTISTS GRADUATING SINCE 1980

The figures for independent and solo dentists did not differ markedly from the averages for all dentists presented earlier. As indicated in the following table, only the independent dentists graduating since 1980 show any difference from the "all dentists" mean in the number of patients treated per week.

Mean Number of Total Patient Visits per Week (Scheduled Visits plus Walk-Ins and Emergency Visits) NOT Including Hygienist Visits, 1985

| | Patient Visits | | |
|---|---|---|---|
| | All | General Practitioners | Specialists |
| All Dentists | 63.1 | 57.4 | 97.3 |
| Independent Dentists | 63.8 | 58.1 | 96.7 |
| Solo Dentists | 62.5 | 57.0 | 98.3 |
| Independent Dentists Graduating Since 1980 | 50.6 | 50.4 | * |

* The number of cases is too small to ensure statistically significant results.

Source: American Dental Association, 1986 Survey of Dental Practice.

Independent dentists graduating since 1980 saw, on average, 12.5 fewer patients per week than the "all dentist" category.

The following table presents the number of no-shows as a percentage of scheduled visits for each of the four categories.

### Mean "No-Shows" as a Percentage of Scheduled Visits per Week, Including Hygienist Visits, 1985

| | All | General Practitioners | Specialists |
|---|---|---|---|
| All Dentists | 6.8% | 6.6% | 7.2% |
| Independent Dentists | 6.5 | 6.5 | 6.8 |
| Solo Dentists | 6.0 | 6.1 | 6.1 |
| Independent Dentists Graduating Since 1980 | 8.3 | 8.5 | * |

* The number of cases is too small to ensure statistically reliable results.

Source: American Dental Association, 1986 _Survey of Dental Practice._

For all dentists, the overall loss of weekly scheduled appointments due to no-shows was 6.8%. This figure is slightly higher for independent dentists graduating since 1980.

On average, all dentists saw 4.6 patients on an emergency basis per week in 1985. Specialists saw slightly more, 5.1, while general practitioners saw 4.5 emergency patients per week. The following tables present the average number of emergency visits per week for all dentists, independent dentists, solo dentists and independent dentists graduating since 1980.

Mean Emergency Visits per Week, 1985

| | All | General Practitioners | Specialists |
|---|---|---|---|
| All Dentists | 4.6 | 4.5 | 5.1 |
| Independent Dentists | 4.6 | 4.5 | 5.0 |
| Solo Dentists | 4.2 | 4.2 | 4.3 |
| Independent Dentists Graduating Since 1980 | 4.7 | 4.7 | * |

* The number of cases is too small to ensure statistically reliable results.

Source: American Dental Association, 1986 Survey of Dental Practice.

For all dentists, the overall loss of weekly scheduled appointments due to no-shows was 6.8%. This figure is slightly higher for independent dentists graduating since 1980.

On average, all dentists saw 4.6 patients on an emergency basis per week in 1985. Specialists saw slightly more, 5.1, while general practitioners saw 4.5 emergency patients per week. The following tables present the average number of emergency visits per week for all dentists, independent dentists, solo dentists and independent dentists graduating since 1980.

INDEPENDENT DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 72.0 | 1467 | 101.2 | 508 | 76.4 | 1975 |
| WALK-IN VISITS | 2.5 | 1481 | 2.6 | 504 | 2.5 | 1985 |
| EMERGENCY VISITS | 4.5 | 1482 | 5.0 | 505 | 4.6 | 1987 |
| SCHEDULED VISITS TREATED | 67.7 | 1431 | 94.9 | 490 | 71.8 | 1921 |
| TOTAL VISITS PER WEEK | 74.8 | 1410 | 102.2 | 472 | 78.9 | 1882 |
| NO-SHOWS | 4.4 | 1431 | 6.5 | 490 | 4.7 | 1921 |

INDEPENDENT DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 54.1 | 1491 | 95.2 | 519 | 60.3 | 2010 |
| WALK-IN VISITS | 2.5 | 1481 | 2.6 | 504 | 2.5 | 1985 |
| EMERGENCY VISITS | 4.5 | 1482 | 5.0 | 505 | 4.6 | 1987 |
| SCHEDULED VISITS TREATED | 51.1 | 1463 | 89.2 | 502 | 56.8 | 1965 |
| TOTAL VISITS PER WEEK | 58.1 | 1440 | 96.7 | 484 | 63.8 | 1924 |
| NO-SHOWS | 3.1 | 1461 | 6.0 | 500 | 3.5 | 1961 |

INDEPENDENT DENTISTS WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 85.4 | 891 | 103.4 | 120 | 86.6 | 1011 |
| WALK-IN VISITS | 2.0 | 906 | 1.5 | 129 | 2.0 | 1035 |
| EMERGENCY VISITS | 4.7 | 903 | 4.2 | 130 | 4.7 | 1033 |
| SCHEDULED VISITS TREATED | 80.0 | 872 | 98.5 | 115 | 81.2 | 987 |
| TOTAL VISITS PER WEEK | 86.9 | 861 | 103.2 | 112 | 87.9 | 973 |
| NO-SHOWS | 5.5 | 872 | 6.4 | 115 | 5.5 | 987 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3431.5 | 1464 | 4715.4 | 506 | 3625.7 | 1970 |
| WALK-IN VISITS | 117.6 | 1481 | 119.7 | 504 | 117.9 | 1985 |
| EMERGENCY VISITS | 213.8 | 1482 | 234.3 | 505 | 216.9 | 1987 |
| SCHEDULED VISITS TREATED | 3228.7 | 1431 | 4401.8 | 490 | 3404.7 | 1921 |
| TOTAL VISITS PER YEAR | 3567.5 | 1410 | 4741.4 | 472 | 3740.3 | 1882 |
| NO-SHOWS | 209.0 | 1431 | 304.1 | 490 | 223.3 | 1921 |

INDEPENDENT DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2584.4 | 1491 | 4423.4 | 519 | 2864.2 | 2010 |
| WALK-IN VISITS | 117.6 | 1481 | 119.7 | 504 | 117.9 | 1985 |
| EMERGENCY VISITS | 213.8 | 1482 | 234.3 | 505 | 216.9 | 1987 |
| SCHEDULED VISITS TREATED | 2439.0 | 1463 | 4140.8 | 502 | 2694.8 | 1965 |
| TOTAL VISITS PER YEAR | 2775.5 | 1440 | 4488.7 | 484 | 3028.5 | 1924 |
| NO-SHOWS | 148.3 | 1461 | 279.7 | 500 | 168.0 | 1961 |

INDEPENDENT DENTISTS WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 4070.1 | 890 | 4833.0 | 119 | 4119.3 | 1009 |
| WALK-IN VISITS | 97.1 | 906 | 68.8 | 129 | 95.2 | 1035 |
| EMERGENCY VISITS | 226.3 | 903 | 193.1 | 130 | 224.0 | 1033 |
| SCHEDULED VISITS TREATED | 3811.2 | 872 | 4575.5 | 115 | 3859.9 | 987 |
| TOTAL VISITS PER YEAR | 4142.5 | 861 | 4809.1 | 112 | 4194.4 | 973 |
| NO-SHOWS | 261.1 | 872 | 295.3 | 115 | 263.3 | 987 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 71.4 | 1077 | 103.0 | 329 | 75.7 | 1406 |
| WALK-IN VISITS | 2.4 | 1083 | 2.7 | 326 | 2.4 | 1409 |
| EMERGENCY VISITS | 4.2 | 1086 | 4.3 | 328 | 4.2 | 1414 |
| SCHEDULED VISITS TREATED | 67.3 | 1052 | 97.3 | 316 | 71.4 | 1368 |
| TOTAL VISITS PER WEEK | 74.1 | 1033 | 103.8 | 305 | 78.0 | 1338 |
| NO-SHOWS | 4.1 | 1052 | 5.9 | 316 | 4.3 | 1368 |

SOLO DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 52.9 | 1093 | 97.2 | 336 | 59.0 | 1429 |
| WALK-IN VISITS | 2.4 | 1083 | 2.7 | 326 | 2.4 | 1409 |
| EMERGENCY VISITS | 4.2 | 1086 | 4.3 | 328 | 4.2 | 1414 |
| SCHEDULED VISITS TREATED | 50.3 | 1073 | 91.6 | 325 | 55.9 | 1398 |
| TOTAL VISITS PER WEEK | 57.0 | 1052 | 98.3 | 314 | 62.5 | 1366 |
| NO-SHOWS | 2.7 | 1071 | 5.3 | 323 | 3.0 | 1394 |

SOLO DENTISTS WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 88.8 | 592 | 108.9 | 63 | 89.8 | 655 |
| WALK-IN VISITS | 1.9 | 600 | 1.5 | 69 | 1.9 | 669 |
| EMERGENCY VISITS | 4.6 | 599 | 3.9 | 71 | 4.6 | 670 |
| SCHEDULED VISITS TREATED | 83.1 | 579 | 102.0 | 61 | 84.1 | 640 |
| TOTAL VISITS PER WEEK | 89.8 | 570 | 107.7 | 59 | 90.7 | 629 |
| NO-SHOWS | 5.6 | 579 | 8.1 | 61 | 5.8 | 640 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3406.3 | 1075 | 4777.3 | 327 | 3592.2 | 1402 |
| WALK-IN VISITS | 113.6 | 1083 | 125.7 | 326 | 115.2 | 1409 |
| EMERGENCY VISITS | 201.4 | 1086 | 202.5 | 328 | 201.5 | 1414 |
| SCHEDULED VISITS TREATED | 3210.8 | 1052 | 4487.8 | 316 | 3382.0 | 1368 |
| TOTAL VISITS PER YEAR | 3532.0 | 1033 | 4793.8 | 305 | 3698.7 | 1338 |
| NO-SHOWS | 194.6 | 1052 | 268.3 | 316 | 204.5 | 1368 |

SOLO DENTISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2531.6 | 1093 | 4496.8 | 336 | 2800.5 | 1429 |
| WALK-IN VISITS | 113.6 | 1083 | 125.7 | 326 | 115.2 | 1409 |
| EMERGENCY VISITS | 201.4 | 1086 | 202.5 | 328 | 201.5 | 1414 |
| SCHEDULED VISITS TREATED | 2403.7 | 1073 | 4234.8 | 325 | 2651.5 | 1398 |
| TOTAL VISITS PER YEAR | 2722.2 | 1052 | 4547.5 | 314 | 2965.6 | 1366 |
| NO-SHOWS | 127.9 | 1071 | 243.7 | 323 | 143.5 | 1394 |

SOLO DENTISTS WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 4231.7 | 592 | 5096.3 | 62 | 4276.0 | 654 |
| WALK-IN VISITS | 91.0 | 600 | 69.8 | 69 | 89.9 | 669 |
| EMERGENCY VISITS | 222.8 | 599 | 178.5 | 71 | 220.2 | 670 |
| SCHEDULED VISITS TREATED | 3961.4 | 579 | 4712.5 | 61 | 4000.1 | 640 |
| TOTAL VISITS PER YEAR | 4282.4 | 570 | 5000.7 | 59 | 4318.8 | 629 |
| NO-SHOWS | 268.1 | 579 | 377.8 | 61 | 273.8 | 640 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 54.9 | 141 | 61.5 | 2 | 54.9 | 143 |
| WALK-IN VISITS | 2.6 | 145 | 5.0 | 2 | 2.6 | 147 |
| EMERGENCY VISITS | 4.7 | 144 | 5.0 | 2 | 4.7 | 146 |
| SCHEDULED VISITS TREATED | 50.6 | 139 | 61.3 | 2 | 50.7 | 141 |
| TOTAL VISITS PER WEEK | 58.1 | 137 | 71.3 | 2 | 58.2 | 139 |
| NO-SHOWS | 4.3 | 139 | 0.3 | 2 | 4.2 | 141 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 46.1 | 146 | 60.0 | 2 | 46.2 | 148 |
| WALK-IN VISITS | 2.6 | 145 | 5.0 | 2 | 2.6 | 147 |
| EMERGENCY VISITS | 4.7 | 144 | 5.0 | 2 | 4.7 | 146 |
| SCHEDULED VISITS TREATED | 42.7 | 145 | 60.0 | 2 | 42.8 | 147 |
| TOTAL VISITS PER WEEK | 50.4 | 141 | 70.0 | 2 | 50.6 | 143 |
| NO-SHOWS | 3.4 | 144 | 0.0 | 2 | 3.3 | 146 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980 WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 68.3 | 70 | 23.0 | 1 | 67.9 | 71 |
| WALK-IN VISITS | 2.3 | 74 | 0.0 | 1 | 2.3 | 75 |
| EMERGENCY VISITS | 4.6 | 72 | 0.0 | 1 | 4.5 | 73 |
| SCHEDULED VISITS TREATED | 62.5 | 69 | 22.5 | 1 | 62.2 | 70 |
| TOTAL VISITS PER WEEK | 69.5 | 68 | 22.5 | 1 | 69.2 | 69 |
| NO-SHOWS | 5.6 | 69 | 0.5 | 1 | 5.6 | 70 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2700.5 | 140 | 2848.0 | 2 | 2701.5 | 142 |
| WALK-IN VISITS | 125.6 | 145 | 225.0 | 2 | 126.3 | 147 |
| EMERGENCY VISITS | 226.9 | 144 | 225.0 | 2 | 226.8 | 146 |
| SCHEDULED VISITS TREATED | 2482.4 | 139 | 2835.0 | 2 | 2485.0 | 141 |
| TOTAL VISITS PER YEAR | 2850.1 | 137 | 3285.0 | 2 | 2853.4 | 139 |
| NO-SHOWS | 207.6 | 139 | 13.0 | 2 | 206.2 | 141 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2261.6 | 146 | 2770.0 | 2 | 2265.1 | 148 |
| WALK-IN VISITS | 125.6 | 145 | 225.0 | 2 | 126.3 | 147 |
| EMERGENCY VISITS | 226.9 | 144 | 225.0 | 2 | 226.8 | 146 |
| SCHEDULED VISITS TREATED | 2092.9 | 145 | 2770.0 | 2 | 2097.7 | 147 |
| TOTAL VISITS PER YEAR | 2471.5 | 141 | 3220.0 | 2 | 2476.9 | 143 |
| NO-SHOWS | 162.9 | 144 | 0.0 | 2 | 161.7 | 146 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980 WHO EMPLOY HYGIENISTS
MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1985

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3335.5 | 70 | 1196.0 | 1 | 3319.8 | 71 |
| WALK-IN VISITS | 111.1 | 74 | 0.0 | 1 | 110.3 | 75 |
| EMERGENCY VISITS | 221.8 | 72 | 0.0 | 1 | 220.2 | 73 |
| SCHEDULED VISITS TREATED | 3050.0 | 69 | 1170.0 | 1 | 3036.1 | 70 |
| TOTAL VISITS PER YEAR | 3395.4 | 68 | 1170.0 | 1 | 3378.6 | 69 |
| NO-SHOWS | 275.6 | 69 | 26.0 | 1 | 273.8 | 70 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

# Methodology and Definitions

## INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

## SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
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Association

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19 ___

# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner), in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ________ | ________ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| The average number of: | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | appointments per week | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | visits per week | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | visits per week | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | visits per week | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | weeks | |
| b. Total number of **HOURS PER WEEK** spent in the practice | hours per week | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | hours per week | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice | $ ____ .00 |
| b. Your secondary practice (if applicable) | $ ____ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ____ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Employee Positions full-time | Number of Employee Positions part-time |
|---|---|---|
| a. Dental hygienist(s) | | |
| b. Chairside assistant(s) | | |
| c. Secretary/receptionist(s)* | | |
| d. Dental laboratory technician(s) | | |
| e. Bookkeeper, business personnel | | |
| f. Other, please specify ____ | | |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985.

| The average number of: | Dental Hygienist(s) |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | appointments per week |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | visits per week |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

| | |
|---|---|
| a. Salary only | 1 |
| b. Commission only | 2 |
| c. Salary plus commission | 3 |
| d. Other, please specify ____ | |

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

| | |
|---|---|
| a. employee | 1 |
| b. independent contractor | 2 |
| c. Other, please specify ____ | |

15. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

16. Approximately what percentage of the patients who visited the primary practice:

| | **Entire Practice Patient Characteristics** |
|---|---|
| a. were: | |
| 14 years of age or younger | ______ % |
| 15 to 64 years of age | ______ % |
| 65 years of age or older | ______ % |
| | **TOTAL 100 %** |
| b. were members of families whose annual income is estimated to be: | |
| under $10,000 | ______ % |
| $10,000 to 29,999 | ______ % |
| $30,000 or more | ______ % |
| | **TOTAL 100 %** |
| c. were: | |
| covered by a private insurance program that pays or partially pays for their dental care | ______ % |
| covered by a public assistance program that pays or partially pays for their dental care | ______ % |
| not covered by an insurance program | ______ % |
| | **TOTAL 100 %** |
| d. were members of a racial minority | ______ % |

If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

| The average number of: | **Entire Practice** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) | ______ **appointments per week** |
| b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero | ______ **visits per week** |
| c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero | ______ **visits per week** |
| d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) | ______ **visits per week** |

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? $ ______ .00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

| | **Gross Receipts** |
|---|---|
| a. as direct patient payment | ______ % |
| b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) | ______ % |
| c. as direct payment from private insurance carriers | ______ % |
| d. from other sources of payment (Please specify) ______ | ______ % |
| | **TOTAL 100 %** |

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ............ 1
No ............ 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

| | **Expenses** |
|---|---|
| a. Yearly rent | $ ______ .00 |
| b. Yearly mortgage (including interest) | $ ______ .00 |
| c. Total salaries, wages and commissions of non-dentists employees | $ ______ .00 |
| d. Commercial dental laboratory charges | $ ______ .00 |
| e. Dental supplies | $ ______ .00 |
| f. Advertising expenses | $ ______ .00 |
| g. Bad debts | $ ______ .00 |

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ______ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

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The Bureau of Economic and
Behavioral Research

1986

# The 1986 Survey of Dental Practice

## Dentists in Nonsolo and Solo Practice

February 1987

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## HIGHLIGHTS

* The average number of hours per week a dentist spent in his office showed virtually no differnce between solo and nonsolo dentists; 42.1 hours for nonsolo dentists, 42.5 hours for solo dentists. Similarly, the average number of hours a dentist spent per week treating patients showed little difference, with nonsolo dentists reporting an average of 32.9 hours compared to 32.8 for solo dentists.

* Nonsolo and solo dentists reported similar percentages of their time in the office treating patients. Nonsolo dentists spent 78.1% of their time in the office treating patients, compared to 77.2% for solo dentists. For general practitioners the percentages were 78.4% for nonsolo dentists, 77.7 for solo dentists. Specialists reported 75.5% and 75.4% for nonsolo and solo dentists respectively.

* The average age of solo dentists was 2.5 years higher than that of nonsolo dentists; 47.4 and 44.9 years respectively. This difference was consistent within gender also, with solo male dentists' average age 2.2 years greater than nonsolo males, and solo females age 3.8 years greater than their nonsolo counterparts.

* The average number of patient visits per week (excluding hygienist visits) was similar for nonsolo and solo dentists; 64.4 and 62.5 respectively. No difference occurs when hygienist visits are included, with nonsolo dentists having and average of 78.1 patient visits per week compared to 78.0 for solo dentists.

* Nonsolo dentists treated an average of 1.8 patients per hours, while solo dentists treated 1.7. Among general practitioners, the figure was 1.6 for both nonsolo and solo dentists. Among specialists, solo dentists treated slightly more patients per hour than did their nonsolo counterparts, 2.8 vs. 2.6.

* As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over three-quarters (79.4%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 52.6% for solo dentists.

The greatest difference in the number of personnel employed occurred among specialists; 86.2% of nonsolo specialists reported having 4 or more employees in their practice, compared to 69.5% for solo specialists.

- Nearly half (44%) of the solo dentists did not employ full- or part-time dental hygienists, compared to 30.4% for all nonsolo dentists. The percentages decline markedly regarding full- or part-time chairside assistants with 10% of solo dentists and only 3% of nonsolo dentists reporting no chairside assistants employed.

- Nonsolo dentists tend to employ more personnel than solo dentists. The following tables illustrates this for employment of hygienists and chairside assistants.

Percent of Nonsolo and Solo Dentists
Employing One or More Hygienist and
Chairside Assistant, 1985

| | General Practitioner | Specialist | All |
|---|---|---|---|
| | Percent Employing Hygienists | | |
| Nonsolo | 77.1% | 33.5% | 69.6% |
| Solo | 61.5 | 25.6 | 56.0 |
| | Percent Employing Hygienists | | |
| Nonsolo | 96.9% | 97.4% | 97.0% |
| Solo | 89.0 | 95.8 | 90.0 |

Source: American Dental Association, 1986 Survey of Dental Practice.

- The mean net income generated form private practice was $76,273 for all nonsolo dentists. Nonsolo general practitioners reported a mean of $69,499, whereas specialists reported a mean of $112,446. In comparison, the mean net income generated from private practice was $65,756 for all solo dentists. Solo general practitioners reported a mean of $60,629, and solo specialists a mean of $98,811.

* Both nonsolo and solo dentists had total practice expense equivalent to almost 60% of their practice gross incomes. The table below presents a summary of the ratio of total practice expenses to total practice gross income.

Practice Expenses as a Percentage of
Gross Income for Nonsolo and Solo Dentists, 1985

| | General Practitioner | Specialist | All |
|---|---|---|---|
| Nonsolo | 59.5% | 54.4% | 58.8% |
| Solo | 59.4 | 57.5 | 59.0 |

Source: American Dental Association, 1986 Survey of Dental Practice.

## INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1985. Some of the areas covered are the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on all responding dentists in a category. The tables present detailed data broken down by general practitioner and specialist status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from the individual dentists, not the practice as a whole.

Some data were not exhaustively collected from all dentists in a nonsolo practice, which prohibits answers to some questions. For example, the average dentist age per practice is not available since age for each dentist in the practice was not collected; only the age of the respondent dentist is available.

## Nonsolo Dentists

Shareholder in an incorporated practice is the predominant form of ownership among nonsolo dentists. Of all nonsolo dentists surveyed, 35.6% were shareholders in an incorporated practice. Nonsolo general practitoners reported 33.5% and nonsolo specialists, 55.6%. Nonsolo general practitioners exhibited a greater tendency towards being sole proprietors than did specialists, with 26.7% citing sole proprietorship as their current employment status, compared to 11.7% for nonsolo specialists.

The majority (50%) of patients seen by all nonsolo dentists had annual family incomes between $10,000 and $29,999. Nonsolo general practitioners estimated that an average of 51.3% of their patients had family incomes in this range, with specialists reporting an average of 43.3%.

Nonsolo specialists estimated a slightly higher percentage of pateints with family incomes in excess of $30,000 than did general practitioners, 49.1% and 38.2% respectively.

Approximately 61.7% of the patients seen by all nonsolo dentists were covered by private insurance programs. The percentages were fairly constant across nonsolo general practitoners and specialists.

All nonsolo dentists had an average of 64.4 patient visits per week (excluding hygienist visits). Nonsolo specialists had a significantly greater average number, 94.4, whereas nonsolo general practitioners reported an average of 58.6.

All nonsolo dentists treated an average of 1.8 patients per hour. Nonsolo specialists reported a slightly higher average, 2.6 patients per hour, with nonsolo general practitioners reporting and average of 1.6.

Over three-quarters (79.4%) of all nonsolo dentists employ 4 or more employees. The percentage declines slightly to 78% for nonsolo general practitioners but jumps to 86.2% for nonsolo specialists.

The average net income derived from private practice was $76,273 for all nonsolo dentists. Nonsolo general practitioners reported an average of $69,499, while nonsolo specialists reported a significantly higher average of $112,446.

Nonsolo Dentists (continued)

All nonsolo dentists earned an average of 2.8% of their total (net income from practice plus income from other dental sources) from other dental sources. The percentages were fairly constant across nonsolo general practitioners and specialists.

Slightly under half (46.5%) of all nonsolo dentists' gross income was paid by direct patient payment. Nonsolo general practitioners reported an average of 45.6% compared to specialists' 50.9%.

Total practice expenses for all nonsolo dentists averaged $270,898. Of this, 34.7% was accounted for by wage payments, 15% by laboratory charges, and 10.9% by purchases of dental supplies. Total practice expenses averaged $264,567 for nonsolo general practitioners and $302,575 for specialists.

All nonsolo dentists reported an average annual gross income of $460,932. Gross income for nonsolo specialists was substantially higher, $555,829, and lower for nonsolo general practitioners, $441,948. Gross income per dentist in a nonsolo practice averaged $153,393 among all nonsolo dentists, with $143,009 for nonsolo general practitioners and $205,300 for nonsolo specialists.

Of all nonsolo dentists, 45.5% reported employing one full- or part-time dentist. Almost half (46.5%) of nonsolo general practitioners employed one full- or part-time dentist, with the percentage declining to 35.7% for nonsolo specialists. Almost half (48.5% of nonsolo specialists reported employing no full- or part-time dentists.

NONSOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 0 | 0 | 1 | 1.1 | 1 | 0.2 |
| 1 EMPLOYEE | 11 | 2.1 | 1 | 1.1 | 13 | 1.9 |
| 2 EMPLOYEES | 40 | 7.3 | 3 | 2.7 | 43 | 6.5 |
| 3 EMPLOYEES | 68 | 12.6 | 10 | 9.0 | 78 | 12.0 |
| 4 OR MORE EMPLOYEES | 426 | 78.0 | 95 | 86.2 | 521 | 79.4 |
| ALL | 545 | 100.0 | 111 | 100.0 | 656 | 100.0 |

NONSOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 17 | 3.1 | 3 | 2.6 | 20 | 3.0 |
| 1 ASSISTANT | 112 | 20.3 | 12 | 10.4 | 124 | 18.6 |
| 2 ASSISTANTS | 160 | 29.0 | 22 | 19.3 | 181 | 27.3 |
| 3 ASSISTANTS | 120 | 21.7 | 18 | 16.1 | 138 | 20.8 |
| 4 OR MORE ASSISTANTS | 143 | 25.9 | 58 | 51.6 | 201 | 30.2 |
| ALL | 551 | 100.0 | 113 | 100.0 | 664 | 100.0 |

NONSOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 127 | 22.9 | 76 | 66.5 | 203 | 30.4 |
| 1 HYGIENIST | 180 | 32.6 | 14 | 11.9 | 194 | 29.1 |
| 2 HYGIENISTS | 126 | 22.7 | 9 | 8.2 | 135 | 20.2 |
| 3 HYGIENISTS | 60 | 11.0 | 4 | 3.6 | 65 | 9.7 |
| 4 OR MORE HYGIENISTS | 59 | 10.7 | 11 | 9.8 | 71 | 10.6 |
| ALL | 552 | 100.0 | 114 | 100.0 | 666 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS
NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| NET INCOME FROM PRIVATE PRACTICE | $69,499 | 446 | $112,446 | 162 | $76,273 | 608 |
| NET INCOME FROM ALL DENTAL SOURCES | $71,403 | 446 | $116,372 | 162 | $78,496 | 608 |

NONSOLO DENTISTS
MEAN PERCENTAGE OF GROSS INCOME PAID BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| DIRECT PATIENT PAYMENT | 45.6 | 390 | 50.9 | 160 | 46.5 | 550 |
| GOVERNMENT PROGRAMS | 6.1 | 390 | 5.6 | 160 | 6.0 | 550 |
| PRIVATE INSURANCE | 47.0 | 390 | 42.4 | 160 | 46.2 | 550 |

NONSOLO DENTISTS
PERCENT OF DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF EMPLOYMENT | | | | | | |
| SOLE PROPRIETOR | 174 | 26.7 | 8 | 11.7 | 182 | 25.3 |
| PARTNER | 135 | 20.8 | 17 | 24.5 | 152 | 21.1 |
| SHAREHOLDER, INCORPORATED | 219 | 33.5 | 38 | 55.6 | 256 | 35.6 |
| EMPLOYED - INCORPORATED PRACTICE | 59 | 9.0 | 4 | 5.6 | 62 | 8.7 |
| EMPLOYED - UNINCORPORATED PRACTICE | 25 | 3.8 | 0 | 0 | 25 | 3.4 |
| INDEPENDENT CONTRACTOR | 40 | 6.2 | 2 | 2.6 | 42 | 5.8 |
| ALL | 652 | 100.0 | 68 | 100.0 | 720 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WHO ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| LESS THAN 15 YEARS | 18.7 | 460 | 30.3 | 179 | 20.6 | 639 |
| 15-65 YEARS | 64.5 | 460 | 58.1 | 179 | 63.4 | 639 |
| 65 AND OLDER | 16.8 | 460 | 11.6 | 179 | 15.9 | 639 |

NONSOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| UNDER $10,000 | 10.5 | 446 | 7.6 | 161 | 10.1 | 607 |
| $10,000-29,999 | 51.3 | 446 | 43.3 | 161 | 50.0 | 607 |
| $30,000 PLUS | 38.2 | 446 | 49.1 | 161 | 39.9 | 607 |

NONSOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRIVATE INSURANCE | 62.2 | 449 | 58.7 | 173 | 61.7 | 622 |
| GOVERNMENT PROGRAM | 6.1 | 449 | 5.4 | 173 | 6.0 | 622 |

NONSOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TOTAL DENTISTS | | | | | | |
| NO DENTISTS EMPLOYED | 176 | 26.9 | 33 | 48.5 | 209 | 29.0 |
| 1 DENTIST EMPLOYED | 303 | 46.5 | 24 | 35.7 | 328 | 45.5 |
| 2 DENTISTS EMPLOYED | 83 | 12.8 | 7 | 9.7 | 90 | 12.5 |
| 3 DENTISTS EMPLOYED | 35 | 5.4 | 2 | 2.6 | 37 | 5.1 |
| 4 OR MORE DENTISTS EMPLOYED | 55 | 8.4 | 2 | 3.6 | 57 | 7.9 |
| ALL | 652 | 100.0 | 68 | 100.0 | 720 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS
MEAN PRACTICE EXPENSES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| TOTAL PRACTICE EXPENSES | 264567 | 356 | 302575 | 138 | 270898 | 494 |
| TOTAL PRACTICE EXPENSES PER DENTIST | 91309 | 356 | 114819 | 138 | 95225 | 494 |
| WAGES AS A PERCENT OF TOTAL EXPENDITURES | 34.4 | 335 | 36.2 | 132 | 34.7 | 467 |
| LABORATORY CHARGES AS A PERCENT OF EXPENSES | 17.2 | 338 | 3.1 | 120 | 15.0 | 458 |
| DENTAL SUPPLIES AS A PERCENT OF EXPENSES | 10.3 | 326 | 14.1 | 127 | 10.9 | 453 |

NONSOLO DENTISTS
PRACTICE MEAN GROSS INCOMES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRACTICE GROSS INCOME | 441948 | 384 | 555829 | 149 | 460932 | 533 |
| GROSS INCOME PER DENTIST | 143009 | 384 | 205300 | 149 | 153393 | 533 |
| GROSS INCOME PER PRACTICE HOUR | $90.30 | 384 | $127.51 | 149 | $96.50 | 533 |
| GROSS PER HOUR PER DENTIST | $36.23 | 384 | $52.58 | 149 | $38.95 | 533 |
| GROSS PER VISIT | $82.39 | 229 | $90.10 | 94 | $83.73 | 323 |
| GROSS PER VISIT PER DENTIST | $32.11 | 229 | $35.12 | 94 | $32.64 | 323 |

NONSOLO DENTISTS
MEAN NUMBER OF PATIENT VISITS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PATIENT VISITS PER WEEK (-HYG VISITS) | 58.6 | 472 | 94.4 | 176 | 64.4 | 648 |
| PATIENT VISITS PER WEEK (+HYG VISITS) | 73.7 | 451 | 100.3 | 172 | 78.1 | 623 |
| PATIENT VISITS PER YEAR (-HYG VISITS) | 2788.2 | 472 | 4444.7 | 176 | 3055.3 | 648 |
| PATIENT VISITS PER YEAR (+HYG VISITS) | 3504.6 | 451 | 4719.5 | 172 | 3704.3 | 623 |
| PATIENTS TREATED PER HOUR | 1.6 | 472 | 2.6 | 176 | 1.8 | 648 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

NONSOLO DENTISTS
MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PRACTICING IN THE OFFICE | 47.2 | 501 | 46.8 | 196 | 47.2 | 697 |
| HOURS PER WEEK IN THE OFFICE | 42.2 | 501 | 41.7 | 196 | 42.1 | 697 |
| HOURS PER WEEK TREATING PATIENTS | 33.1 | 501 | 31.5 | 196 | 32.9 | 697 |

NONSOLO DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER |
| GENDER | | | | | | | | | | | | |
| MALE | 44.7 | 42 | 95.3 | 468 | 48.5 | 47 | 97.4 | 191 | 45.4 | 43 | 95.9 | 669 |
| FEMALE | 32.8 | 32 | 4.7 | 23 | 47.8 | 50 | 2.6 | 5 | 34.3 | 34 | 4.1 | 28 |
| ALL | 44.1 | 41 | 100.6 | 491 | 48.5 | 47 | 100.0 | 196 | 44.9 | 43 | 100.0 | 697 |

NONSOLO DENTISTS
MEAN AND MEDIAN GRADUATION YEAR

| | TYPE OF DENTIST | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | SPECIALIST | | | ALL-WEIGHTED | | |
| | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER |
| GRADUATION YEAR | 68.7 | 72 | 501 | 63.7 | 65 | 196 | 67.8 | 69 | 697 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Solo Dentists

Three-quarters (75.7%) of all solo dentists are sole prorprietors. Among solo general practitioners and specialists, 77.8% and 50.6% are sole proprietors, respectively. In contrast, 24.3% of all solo dentists are shareholders in an incorporated practice. Among solo general practitioners and specialists, 22.2% and 49.4% are shareholders in an incorporated practice, respectively.

The majority (51.4%) of patients seen by all solo dentists had annual family incomes between $10,000 and $29,999. Solo general practitioners estimated that an average of 37.7% of their patients had family incomes in this range, with specialists reported an average of 47.3%.

Approximately 58.2% of the patients seen by all solo dentists were covered by private insurance programs. The percentages were fairly constant across solo general practitoners and specialists.

All solo dentists had an average of 62.5 patient visits per week (excluding hygienist visits). Solo specialists had a substantially greater average number, 98.3, whereas solo general practitioners reported an average of 57.0.

All solo dentists treated an average of 1.7 patients per hour. Solo specialists reported a slightly higher average, 2.8 patients per hour, with solo general practitioners reporting and average of 1.6.

More than half (52.6%) of all solo dentists employ 4 or more employees. The percentage declines slightly to 49.6% for solo general practitioners but jumps to 69.5% for solo specialists.

All solo dentists earned an average net income of $65,756 from private practice. Solo general practitioners reported an average of $60,629, while solo specialists reported a significantly higher average of $98,811.

Solo Dentists (continued)

All solo dentists earned an average of 1.1% of their total (net income from practice plus income from other dental sources) from other dental sources. The percentages were fairly constant across solo general practitioners and specialists.

Approximately half (48.9%) of all solo dentists' gross income was paid by direct patient payment. Government programs comprised 4.6%, and private insurance payments comprised 45.8% of gross income received.

Total practice expenses for all solo dentists averaged $106,080. Of this, 31.3% was accounted for by wage payments, 17.6% by laboratory charges, and 11.0% by purchases of dental supplies. Total practice expenses averaged $100,423 for solo general practitioners and $143,618 for specialists.

All solo dentists reported an average annual gross income of $179,833. Gross income for solo specialists was substantially higher, $249,715, and lower for solo general practitioners, $169,043.

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 66 | 3.9 | 0 | 0.0 | 66 | 3.3 |
| 1 EMPLOYEE | 160 | 9.5 | 15 | 7.1 | 175 | 8.8 |
| 2 EMPLOYEES | 299 | 17.7 | 31 | 10.2 | 330 | 16.5 |
| 3 EMPLOYEES | 327 | 19.4 | 49 | 16.2 | 376 | 18.9 |
| 4 OR MORE EMPLOYEES | 837 | 49.6 | 212 | 69.5 | 1049 | 52.6 |
| ALL | 1690 | 100.0 | 305 | 100.0 | 1994 | 100.0 |

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 198 | 11.3 | 13 | 4.2 | 211 | 10.5 |
| 1 ASSISTANT | 791 | 46.1 | 78 | 25.7 | 869 | 43.2 |
| 2 ASSISTANTS | 456 | 26.8 | 78 | 25.2 | 535 | 26.6 |
| 3 ASSISTANTS | 158 | 9.2 | 60 | 19.4 | 218 | 10.7 |
| 4 OR MORE ASSISTANTS | 114 | 6.7 | 78 | 25.3 | 192 | 9.4 |
| ALL | 1705 | 100.0 | 309 | 100.0 | 2013 | 100.0 |

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 656 | 38.5 | 231 | 74.6 | 887 | 44.0 |
| 1 HYGIENIST | 642 | 37.7 | 39 | 12.7 | 682 | 33.9 |
| 2 HYGIENISTS | 274 | 16.1 | 18 | 5.7 | 291 | 14.5 |
| 3 HYGIENISTS | 88 | 5.2 | 9 | 3.0 | 97 | 4.8 |
| 4 OR MORE HYGIENISTS | 46 | 2.7 | 13 | 4.2 | 59 | 2.9 |
| ALL | 1704 | 100.0 | 311 | 100.0 | 2016 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, [illegible] SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| NET INCOME FROM PRIVATE PRACTICE | $60,629 | 974 | $98,811 | 231 | $65,714 | 1205 |
| NET INCOME FROM ALL DENTAL SOURCES | $61,145 | 973 | $100,978 | 232 | $66,881 | 1205 |

SOLO DENTISTS
MEAN PERCENTAGE OF GROSS INCOME PAID BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| DIRECT PATIENT PAYMENT | 47.1 | 931 | 59.6 | 295 | 48.9 | 1226 |
| GOVERNMENT PROGRAMS | 4.7 | 931 | 4.1 | 295 | 4.6 | 1226 |
| PRIVATE INSURANCE | 47.4 | 931 | 35.7 | 295 | 45.8 | 1226 |

SOLO DENTISTS
PERCENT OF DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF EMPLOYMENT | | | | | | |
| SOLE PROPRIETOR | 1119 | 77.8 | 60 | 50.4 | 1179 | 75.7 |
| SHAREHOLDER, INCORPORATED | 319 | 22.2 | 59 | 49.6 | 378 | 24.3 |
| ALL | 1438 | 100.0 | 119 | 100.0 | 1557 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1994 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WHO ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| LESS THAN 15 YEARS | 18.0 | 1050 | 43.3 | 326 | 21.5 | 1376 |
| 15-49 YEARS | 65.4 | 1050 | 48.2 | 326 | 63.0 | 1376 |
| 50 AND OLDER | 16.6 | 1050 | 8.5 | 326 | 15.5 | 1376 |

SOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| UNDER $15,000 | 10.0 | 972 | 6.6 | 293 | 9.6 | 1265 |
| $15,000-29,999 | 52.3 | 972 | 46.1 | 293 | 51.4 | 1265 |
| $30,000 PLUS | 37.7 | 972 | 47.3 | 293 | 39.3 | 1265 |

SOLO DENTISTS
MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRIVATE INSURANCE | 58.4 | 1011 | 55.7 | 301 | 58.2 | 1312 |
| GOVERNMENT PROGRAM | 5.0 | 1011 | 5.7 | 301 | 5.1 | 1312 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
MEAN PRACTICE EXPENSES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| TOTAL PRACTICE EXPENSES | 100423 | 934 | 143618 | 273 | 106080 | 1207 |
| TOTAL PRACTICE EXPENSES PER DENTIST | 100423 | 934 | 143618 | 273 | 106080 | 1207 |
| WAGES AS A PERCENT OF TOTAL EXPENDITURES | 30.8 | 903 | 34.8 | 267 | 31.3 | 1170 |
| LABORATORY CHARGES AS A PERCENT OF EXPENSES | 19.3 | 907 | 5.4 | 249 | 17.6 | 1156 |
| DENTAL SUPPLIES AS A PERCENT OF EXPENSES | 10.6 | 899 | 13.6 | 262 | 11.0 | 1161 |

SOLO DENTISTS
PRACTICE MEAN GROSS INCOMES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRACTICE GROSS INCOME | 169043 | 935 | 249715 | 280 | 179833 | 1215 |
| GROSS INCOME PER DENTIST | 169043 | 935 | 249715 | 280 | 179833 | 1215 |
| GROSS INCOME PER PRACTICE HOUR | $127.84 | 935 | $156.85 | 280 | $131.72 | 1215 |
| GROSS PER HOUR PER DENTIST | $127.84 | 935 | $156.85 | 280 | $131.72 | 1215 |
| GROSS PER VISIT | $86.87 | 896 | $75.34 | 260 | $85.37 | 1156 |
| GROSS PER VISIT PER DENTIST | $86.87 | 896 | $75.34 | 260 | $85.37 | 1156 |

SOLO DENTISTS
MEAN NUMBER OF PATIENT VISITS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PATIENT VISITS PER WEEK (-HYG VISITS) | 57.0 | 1052 | 98.3 | 314 | 62.5 | 1366 |
| PATIENT VISITS PER WEEK (+HYG VISITS) | 74.1 | 1033 | 103.8 | 305 | 78.0 | 1338 |
| PATIENT VISITS PER YEAR (-HYG VISITS) | 2722.2 | 1052 | 4547.5 | 314 | 2965.6 | 1366 |
| PATIENT VISITS PER YEAR (+HYG VISITS) | 3532.0 | 1033 | 4793.8 | 305 | 3698.7 | 1338 |
| PATIENTS TREATED PER HOUR | 1.6 | 1052 | 2.8 | 314 | 1.7 | 1366 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PRACTICING IN THE OFFICE | 47.5 | 1105 | 46.5 | 344 | 47.4 | 1449 |
| HOURS PER WEEK IN THE OFFICE | 42.6 | 1105 | 41.5 | 344 | 42.5 | 1449 |
| HOURS PER WEEK TREATING PATIENTS | 33.1 | 1105 | 31.3 | 344 | 32.8 | 1449 |

SOLO DENTISTS
MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER |
| GENDER | | | | | | | | | | | | |
| MALE | 47.5 | 46 | 98.0 | 1065 | 48.3 | 47 | 98.0 | 337 | 47.6 | 46 | 98.0 | 1402 |
| FEMALE | 37.4 | 36 | 2.0 | 22 | 42.7 | 37 | 2.0 | 7 | 38.1 | 37 | 2.0 | 29 |
| ALL | 47.3 | 45 | 100.0 | 1087 | 48.2 | 46.5 | 100.0 | 344 | 47.4 | 46 | 100.0 | 1431 |

SOLO DENTISTS
MEAN AND MEDIAN GRADUATION YEAR

| | TYPE OF DENTIST | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | SPECIALIST | | | ALL-WEIGHTED | | |
| | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER |
| GRADUATION YEAR | 65.6 | 68 | 1105 | 63.9 | 65 | 344 | 65.4 | 67 | 1449 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Methodology and Definitions

### INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

### SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | **Primary Occupation** | **Secondary Occupation** |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ________ | ________ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| The average number of: | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | | |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | | |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985.

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | | |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice | | |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | | |
| | **hours per week** | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) | | |
| b. Chairside assistant(s) | | |
| c. Secretary/receptionist(s)* | | |
| d. Dental laboratory technician(s) | | |
| e. Bookkeeper, business personnel | | |
| f. Other, please specify ______ | | |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985:

| The average number of: | **Dental Hygienist(s)** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | |
| | **appointments per week** |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | |
| | **visits per week** |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

a. Salary only ........ 1
b. Commission only ........ 2
c. Salary plus commission ........ 3
d. Other, please specify ______

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

a. employee ........ 1
b. independent contractor ........ 2
c. Other, please specify ______

15. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST(S):** | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ **per year** | ______ **weeks** | ______ **hours** | ______ **years** | ______ **months** | ______ **years** | ______ **months** |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger ______ %
15 to 64 years of age ______ %
65 years of age or older ______ %
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 ______ %
$10,000 to 29,999 ______ %
$30,000 or more ______ %
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care ______ %
covered by a public assistance program that pays or partially pays for their dental care ______ %
not covered by an insurance program ______ %
**TOTAL 100 %**

d. were members of a racial minority ______ %

> If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ______ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE,** what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? $ ______ 00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ______ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ______ %
c. as direct payment from private insurance carriers ______ %
d. from other sources of payment (Please specify) ______ ______ %
**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?
Yes 1
No 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent $ ______ 00
b. Yearly mortgage (including interest) $ ______ 00
c. Total salaries, wages and commissions of non-dentists employees $ ______ 00
d. Commercial dental laboratory charges $ ______ 00
e. Dental supplies $ ______ 00
f. Advertising expenses $ ______ 00
g. Bad debts $ ______ 00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ______ 00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

1986

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1986 Survey of Dental Practice

## Employment of Dental Practice Personnel

February 1987

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HIGHLIGHTS

NOTE: COMPUTATION OF MEAN VALUES BASED ON LESS THAN 25 RESPONSES MAY NOT BE STATISTICALLY RELIABLE. USE CAUTION WHEN INTERPRETING TABLES WITH LOW "NUMBERS" OF RESPONSES.

* About 96.5% of all independent dentists employed at least some dental practice personnel on a full- or part-time basis; 56% employ at least one dental hygienist (full- or part-time); Ninety percent employ at least one chairside assistant (full- or part-time); and 9.5% employ at least one dental laboratory technician (full- or part-time).

* Among independent dentists who employed dental practice personnel, the average number of dental hygienists (full- or part-time) per dentist ranged from 1.01 for independent dentists graduating since 1980 to 1.7 for solo specialists; the average number of chairside assistants (full- or part-time) per dentist ranged from 1.23 for independent general practitioners graduating since 1980 to 2.01 for independent solo specialists.

* Among independent dentists, almost one-third (31.9%) employed full-time dental hygienists and over one-third (33.8%) employed at least one on a part-time basis; over three-quarters (80.9%) employed at least one full-time chairside assistant and 27.8% employed at least one on a part-time basis; 6.2% employed at least one full-time dental laboratory technician and 3.9% employed at least one on a part-time basis.

* There are some apparent differences in the employment of dental practice personnel between independent general practitioners and independent specialists. Among the general practitioners, 34.9% employed at least one full-time dental hygienist, specialists 16.1%; eighty percent of the general practitioners employed at least one full-time chairside assistant, specialists 85.5%; 4.8% of the general practitoners employed at least one full-time dental laboratory technician, specialists 13.5%.

## INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice examining different aspects (numbers and types ) of personnel employed by independent dentists in 1985. Analyses are presented separately for independent (owner) dentists, solo dentists, and independent dentists graduating since 1980.

Data is presented separately for dental hygienists, chairside assistants, dental laboratory technicians, and all staff combined. The "all staff" category consists of the total number of dental hygienists, chairside assistants, dental laboratory technicians, secretaries and receptionists, bookkeepers and other business personnel. Dentists employed by the practice are NOT included.

Some of the data presented are: percent of dentists employing staff (full- and part-time), length of employment of dental hygienists and chairside assistants, weekly and hourly salary figures for dental hygienists and chairside assistants, number of patients treated by dental hygienists per week, and mean dental hygienists and chairside assistants per dentist. Detailed tables present figures for independent general practitioners and specialists separately, as well as an overall weighted average.

## INDEPENDENT DENTISTS

Most independent dentists (96.5%) employed some full- or part-time staff. About 44% had between 1-3 employees, while about 53% employed 4 or more staff members.

Fewer dentists (90%) employed full-time staff. Over one-fourth (27.6%) of independent dentists employed 4 or more full-time staff members. Roughly 63% employed between 1-3 full-time personnel. Less than a quarter of independent dentists (21.7%) employed one part-time employee, while 41.3% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.3.

## DENTAL HYGIENISTS

Over half (56%) of the independent dentists employed at least one full- or part-time dental hygienist. More independent general practitioners than independent specialists employed dental hygienists. About seventy-four percent of the specialists employed no dental hygienists, while only 38.5% of general practitioners reported employing no dental hygienists.

Slightly more independent dentists employed part-time dental hygienists than full-time dental hygienists and considerably more general practitioners than specialists employed dental hygienists. Overall, about 32% of the independent dentists employed at least one full-time dental hygienist. Thirty- five percent of independent general practitioners employed at least one full-time dental hygienist, while the figure for independent specialists was only 16%. Almost 34% of independent dentists employed at least one part-time dental hygienist. Again, this figure differs substantially between independent general practitioners and specialists. About 37% of independent general practitioners employed at least one part-time dental hygienist, while only 16.7% of the independent specialists employed part-time dental hygienists.

Among all independent dentists, the number of full- or part-time dental hygienists per dentist was .66. The number of full-time dental hygienists per dentist was .28, while the average number of part-time dental hygienists per dentist was .38.

Among all independent dentists employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.18. This average is slightly lower for full-time dental hygienists, .87, while the average number of part-time dental hygienists per dentist was 1.14.

The average number of patients treated per week by dental hygienists was 39.4. This figure was lower for solo dentist practices (31.1), but in practices with three or more dentists the number of patients treated per week by dental hygienists increased to 77.1.

The overall mean length of dental hygienist employment in their current practice was 4.61 years. Dental hygienists' mean length of experience prior to employment in the current practice was 4.59 years, with no substantial differences between general practitioners and specialists. Dental hygienists have an average of 9.2 years of experience. This includes experience gained prior to and in their current practice.

The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was approximately $421.00. Dental hygienists in a solo dentist practice earned, on average, 4% less than those employed in a practice with 3 or more dentists. The overall mean hourly dental hygienist salary (full- or part-time) was $11.32.

## CHAIRSIDE ASSISTANTS

Most independent dentists (90%) reported employing 1 or more full- or part-time chairside assistant. The percentage was lower for independent general practitioners (89%) than for independent specialists (95.8%). Independent specialists employed greater numbers of chairside assistants than general practitioners. The percentage of independent specialists employing 3 or more (full- or part-time) chairside assistants was 44.8 as compared to 15.9 for independent general practitioners.

Over three-quarters (81%) of all independent dentists employ full-time chairside assistants. Among independent specialists, the percentage was 85.8%, for general practitioners, 80.1%. Over one quarter (27.8%) of all independent dentists employ part-time chairside assistants. Among independent specialists, the percentage was somewhat higher, 35.7%; while independent general practitioners reported a slightly lower percentage, 26.3%.

Independent dentists reported an average of 1.28 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was .97, while the average number of part-time chairside assistants was .31.

An average of 1.43 (full- or part-time) chairside assistants was reported among independent dentists who employed chairside assistants. The average declined to 1.20 for the number of full-time chairside assistants per dentist and to 1.13 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among independent dentists, 90.5% reported employing no full- or part-time dental laboratory technicians. The percentage was slightly higher for independent general practitioners (92.8%), and lower for specialists (78.1%).

Nearly 94% of all independent dentists reported employing no full-time dental laboratory technicians, and over 96% reported employing no part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was .08. The mean number of full- or part-time laboratory technicians among dentists employing them was .88.

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 66 | 3.9 | 3 | 1.0 | 69 | 3.5 |
| 1 EMPLOYEE | 160 | 9.5 | 10 | 3.3 | 170 | 8.5 |
| 2 EMPLOYEE | 299 | 17.7 | 31 | 10.0 | 330 | 16.5 |
| 3 EMPLOYEE | 327 | 19.4 | 49 | 16.2 | 377 | 18.9 |
| 4 EMPLOYEE | 270 | 16.0 | 47 | 15.4 | 317 | 15.9 |
| 5 EMPLOYEE | 201 | 11.9 | 44 | 14.5 | 245 | 12.3 |
| 6 EMPLOYEE | 124 | 7.4 | 34 | 11.0 | 158 | 7.9 |
| 7 OR MORE EMPLOYEES | 242 | 14.3 | 87 | 28.6 | 329 | 16.5 |
| ALL | 1690 | 100.0 | 305 | 100.0 | 1994 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 178 | 10.5 | 23 | 7.4 | 201 | 10.0 |
| 1 EMPLOYEE | 305 | 17.9 | 29 | 9.5 | 334 | 16.6 |
| 2 EMPLOYEE | 483 | 28.4 | 54 | 17.5 | 537 | 26.7 |
| 3 EMPLOYEE | 326 | 19.2 | 58 | 18.9 | 385 | 19.1 |
| 4 EMPLOYEE | 172 | 10.1 | 42 | 13.7 | 215 | 10.7 |
| 5 EMPLOYEE | 88 | 5.2 | 34 | 11.0 | 122 | 6.1 |
| 6 EMPLOYEE | 41 | 2.4 | 16 | 5.3 | 58 | 2.9 |
| 7 OR MORE EMPLOYEES | 107 | 6.3 | 51 | 16.6 | 158 | 7.9 |
| ALL | 1700 | 100.0 | 309 | 100.0 | 2009 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 705 | 41.6 | 122 | 39.8 | 827 | 41.3 |
| 1 EMPLOYEE | 366 | 21.6 | 69 | 22.5 | 435 | 21.7 |
| 2 EMPLOYEE | 289 | 17.0 | 40 | 13.1 | 329 | 16.4 |
| 3 EMPLOYEE | 181 | 10.7 | 28 | 9.2 | 210 | 10.5 |
| 4 EMPLOYEE | 76 | 4.5 | 22 | 7.1 | 98 | 4.9 |
| 5 EMPLOYEE | 41 | 2.4 | 14 | 4.4 | 55 | 2.7 |
| 6 EMPLOYEE | 18 | 1.1 | 6 | 2.1 | 25 | 1.2 |
| 7 OR MORE EMPLOYEES | 18 | 1.1 | 5 | 1.7 | 24 | 1.2 |
| ALL | 1695 | 100.0 | 306 | 100.0 | 2001 | 100.0 |

INDEPENDENT DENTISTS
MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.00 | 1481 | 3.94 | 518 | 3.15 | 1999 |
| FULL-TIME PERSONNEL PER DENTIST | 1.97 | 1490 | 2.77 | 525 | 2.09 | 2015 |
| PART-TIME PERSONNEL PER DENTIST | 1.03 | 1486 | 1.19 | 520 | 1.05 | 2006 |

INDEPENDENT DENTISTS
MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.13 | 1423 | 3.98 | 513 | 3.26 | 1936 |
| FULL-TIME PERSONNEL PER DENTIST | 2.20 | 1334 | 2.99 | 486 | 2.33 | 1820 |
| PART-TIME PERSONNEL PER DENTIST | 1.76 | 868 | 1.98 | 313 | 1.80 | 1181 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 656 | 38.5 | 231 | 74.4 | 887 | 44.0 |
| 1 HYGIENIST | 642 | 37.7 | 39 | 12.7 | 682 | 33.8 |
| 2 HYGIENIST | 274 | 16.1 | 18 | 5.7 | 291 | 14.5 |
| 3 OR MORE HYGIENISTS | 133 | 7.8 | 22 | 7.2 | 156 | 7.7 |
| ALL - WEIGHTED | 1706 | 100.0 | 311 | 100.0 | 2016 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 1111 | 65.2 | 261 | 83.9 | 1372 | 68.0 |
| 1 HYGIENIST | 491 | 28.8 | 32 | 10.4 | 523 | 25.9 |
| 2 HYGIENIST | 73 | 4.3 | 12 | 3.8 | 85 | 4.2 |
| 3 OR MORE HYGIENISTS | 31 | 1.8 | 6 | 1.9 | 37 | 1.8 |
| ALL - WEIGHTED | 1706 | 100.0 | 311 | 100.0 | 2016 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 1078 | 63.0 | 259 | 83.3 | 1337 | 66.2 |
| 1 HYGIENIST | 424 | 24.8 | 30 | 9.7 | 454 | 22.5 |
| 2 HYGIENIST | 151 | 8.8 | 11 | 3.6 | 162 | 8.0 |
| 3 OR MORE HYGIENISTS | 57 | 3.3 | 11 | 3.4 | 68 | 3.3 |
| ALL - WEIGHTED | 1710 | 100.0 | 311 | 100.0 | 2021 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
MEAN HYGIENIST PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 0.72 | 1495 | 0.37 | 528 | 0.66 | 2023 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.30 | 1495 | 0.15 | 528 | 0.28 | 2023 |
| PART-TIME HYGIENISTS PER DENTIST | 0.42 | 1499 | 0.21 | 528 | 0.38 | 2027 |

INDEPENDENT DENTISTS
MEAN HYGIENIST PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 1.17 | 920 | 1.43 | 135 | 1.18 | 1055 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.86 | 521 | 0.96 | 85 | 0.87 | 606 |
| PART-TIME HYGIENISTS PER DENTIST | 1.13 | 554 | 1.26 | 88 | 1.14 | 642 |

INDEPENDENT DENTISTS
MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | V57 | | V57 | | V57 | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 30.8 | 597 | 36.0 | 67 | 31.1 | 664 |
| 2 DENTISTS | 41.0 | 173 | 45.5 | 30 | 41.4 | 203 |
| 3 OR MORE DENTISTS | 76.2 | 119 | 88.6 | 19 | 77.1 | 138 |
| ALL | 38.9 | 889 | 47.1 | 116 | 39.4 | 1005 |

INDEPENDENT DENTISTS
HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 4.59 | 1198 | 4.92 | 184 | 4.61 | 1382 |
| EXPERIENCE PRIOR TO EMPLOY IN THIS PRACT | 4.59 | 1183 | 4.60 | 174 | 4.59 | 1357 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 290.66 | 648 | 294.91 | 98 | 290.96 | 746 |
| 2 DENTISTS | 314.89 | 247 | 335.96 | 36 | 316.36 | 283 |
| 3 OR MORE DENTISTS | 365.48 | 215 | 338.13 | 32 | 363.53 | 247 |
| ALL | 310.54 | 1110 | 312.14 | 166 | 310.66 | 1276 |

INDEPENDENT DENTISTS
MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 410.40 | 221 | 431.99 | 33 | 411.95 | 254 |
| 2 DENTISTS | 434.86 | 94 | 415.88 | 19 | 433.07 | 113 |
| 3 OR MORE DENTISTS | 428.64 | 130 | 426.18 | 17 | 428.48 | 147 |
| ALL | 420.90 | 445 | 426.13 | 69 | 421.28 | 514 |

INDEPENDENT DENTISTS
MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 13.62 | 638 | 13.65 | 96 | 13.62 | 734 |
| 2 DENTISTS | 13.71 | 245 | 13.62 | 36 | 13.70 | 281 |
| 3 OR MORE DENTISTS | 13.04 | 212 | 13.16 | 32 | 13.05 | 244 |
| ALL | 13.53 | 1095 | 13.55 | 164 | 13.53 | 1259 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL- OR PART-TIME ASSISTANTS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO ASSISTANTS | 188 | 11.0 | 13 | 4.2 | 201 | 10.0 |
| 1 ASSISTANT | 790 | 46.3 | 79 | 25.7 | 869 | 43.2 |
| 2 ASSISTANTS | 456 | 26.8 | 78 | 25.3 | 535 | 26.6 |
| 3 OR MORE ASSISTANTS | 270 | 15.9 | 138 | 44.8 | 409 | 20.3 |
| ALL - WEIGHTED | 1705 | 100.0 | 309 | 100.0 | 2013 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL-TIME ASSISTANTS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO ASSISTANTS | 340 | 19.9 | 44 | 14.2 | 384 | 19.0 |
| 1 ASSISTANT | 904 | 52.8 | 95 | 30.7 | 999 | 49.4 |
| 2 ASSISTANTS | 324 | 18.9 | 76 | 24.7 | 400 | 19.8 |
| 3 OR MORE ASSISTANTS | 143 | 8.3 | 94 | 30.4 | 237 | 11.7 |
| ALL - WEIGHTED | 1710 | 100.0 | 310 | 100.0 | 2020 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| PART-TIME ASSISTANTS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO ASSISTANTS | 1257 | 73.7 | 199 | 64.3 | 1456 | 72.2 |
| 1 ASSISTANT | 301 | 17.6 | 62 | 20.0 | 363 | 18.0 |
| 2 ASSISTANTS | 122 | 7.2 | 24 | 7.8 | 146 | 7.3 |
| 3 OR MORE ASSISTANTS | 26 | 1.5 | 25 | 8.0 | 51 | 2.5 |
| ALL - WEIGHTED | 1707 | 100.0 | 309 | 100.0 | 2016 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.17 | 1494 | 1.93 | 525 | 1.28 | 2019 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.88 | 1499 | 1.44 | 527 | 0.97 | 2026 |
| PART-TIME ASSISTANTS PER DENTIST | 0.28 | 1496 | 0.49 | 526 | 0.31 | 2022 |

INDEPENDENT DENTISTS
MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.31 | 1329 | 2.01 | 503 | 1.43 | 1832 |
| FULL-TIME ASSISTANTS PER DENTIST | 1.10 | 1201 | 1.68 | 452 | 1.20 | 1653 |
| PART-TIME ASSISTANTS PER DENTIST | 1.07 | 394 | 1.37 | 188 | 1.13 | 582 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL- OR PART-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1578 | 92.8 | 241 | 78.1 | 1819 | 90.5 |
| 1 TECHNICIAN | 90 | 5.3 | 53 | 17.1 | 143 | 7.1 |
| 2 OR MORE TECHNICIANS | 33 | 1.9 | 15 | 4.8 | 48 | 2.4 |
| ALL | 1701 | 100.0 | 309 | 100.0 | 2010 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1620 | 95.2 | 268 | 86.5 | 1888 | 93.8 |
| 1 TECHNICIAN | 55 | 3.2 | 31 | 10.1 | 86 | 4.3 |
| 2 OR MORE TECHNICIANS | 27 | 1.6 | 11 | 3.4 | 38 | 1.9 |
| ALL | 1702 | 100.0 | 310 | 100.0 | 2012 | 100.0 |

INDEPENDENT DENTISTS
PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| PART-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1658 | 97.2 | 279 | 90.3 | 1937 | 96.1 |
| 1 TECHNICIAN | 43 | 2.5 | 27 | 8.7 | 70 | 3.5 |
| 2 OR MORE TECHNICIANS | 5 | 0.3 | 3 | 1.0 | 8 | 0.4 |
| ALL | 1706 | 100.0 | 309 | 100.0 | 2015 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS
MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.06 | 1491 | 0.20 | 525 | 0.08 | 2016 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.04 | 1492 | 0.12 | 527 | 0.05 | 2019 |
| PART-TIME TECHNICIANS PER DENTIST | 0.02 | 1495 | 0.09 | 526 | 0.03 | 2021 |

INDEPENDENT DENTISTS
MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.86 | 108 | 0.92 | 115 | 0.88 | 223 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.79 | 72 | 0.86 | 71 | 0.81 | 143 |
| PART-TIME TECHNICIANS PER DENTIST | 0.87 | 42 | 0.92 | 51 | 0.89 | 93 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

## SOLO DENTISTS

Most solo dentists (95.3%) employed some full- or part-time staff. About 53% had between 1-3 employees, while 42.5% employed 4 or more staff members.

Fewer dentists (87.5%) employed full-time staff. Only 15.8% of solo dentists employed 4 or more full-time staff members. Less than three-quarters (71.8%) employed between 1-3 full-time personnel.

About a quarter of solo dentists (23.3%) employed one part-time employee, while 44% meployed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.5.

## DENTAL HYGIENISTS

Half (51%) of the solo dentists employed at least one full- or part-time dental hygienist. More solo general practitioners than solo specialists employed dental hygienists. About seventy-nine percent of the specialists employed no dental hygienists, while only about 44% of general practitioners reported employing no dental hygienists.

Slightly more solo dentists employed part-time dental hygienists than full-time dental hygienists and considerably more general practitioners than specialists employed dental hygienists. Overall, about 25% of the solo dentists employed at least one full-time dental hygienist. About 27.5% of solo general practitioners employed at least one full-time dental hygienist, while the figure for solo specialists was only 12.4%. About 31% of solo dentists employed at least one part-time dental hygienist. Again, this figure differs substantially between solo general practitioners and specialists. About 34% of solo general practitioners employed at least one part-time dental hygienist, while only 14% of the solo specialists employed part-time dental hygienists.

Among all solo dentists, the number of full- or part-time dental hygienists per dentist was .70. The number of full-time dental hygienists per dentist was .28, while the average number of part-time dental hygienists per dentist was .42.

Among all solo dentists employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.38. This average is slightly lower for full-time dental hygienists, 1.10, while the average number of part-time dental hygienists per dentist was 1.36.

The average number of patients treated per week by dental hygienists was 31. This figure was slightly higher for solo specialists (36.5), while dental hygienists working for solo general practitioners treated, on average, 30.7 patients per week.

The overall mean length of dental hygienist employment in their current practice was 4.4 years. Dental hygienists' mean length of experience prior to employment in the current practice was 4.9 years, with no substantial differences between general practitioners and specialists. Dental hygienists have an average of 9.3 years of experience. This includes experience gained prior to and in their current practice.

The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was approximately $412.00. Dental hygienists employed by a solo general practitioner earned, on average, 6.4% less ($409.74) than those employed by a solo specialist practice ($436.04). The overall mean hourly dental hygienist salary (full- or part-time) was $13.62.

## CHAIRSIDE ASSISTANTS

Over 87% of all solo dentists reported employing 1 or more full- or part-time chairside assistant. The percentage was similar for solo general practitioners (86.1%) but higher for solo specialists (95%). Solo specialists employed a greater percentage of chairside assistants than did general practitioners. The percentage of solo specialists employing 3 or more (full- or part-time) chairside assistants was 33.2 as compared to 5.0 for solo general practitioners.

Over three-quarters (76.7%) of all solo dentists employ full-time chairside assistants. Among solo specialists, the percentage was 81.8%, for general practitioners, 75.9%. Almost one quarter (24.7%) of all solo dentists employ part-time chairside assistants. Among solo specialists, the percentage was somewhat higher, 35.2%; while solo general practitioners reported a slightly lower percentage, 22.9%.

Solo dentists reported an average of 1.35 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.00, while the average number of part-time chairside assistants was .35.

An average of 1.54 (full- or part-time) chairside assistants was reported among solo dentists who employed chairside assistants. The average declined to 1.30 for the number of full-time chairside assistants per dentist and to 1.40 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among solo dentists, 93.3% reported employing no full- or part-time dental laboratory technicians. The percentage was slightly higher for solo general practitioners (95.6%), and lower for specialists (81.8%).

Over 96% of all solo dentists reported that they did not employ part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was .08. The mean number of full- or part-time laboratory technicians among dentists employing them was 1.16.

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 66 | 5.4 | 2 | 0.9 | 68 | 4.7 |
| 1 EMPLOYEE | 151 | 12.2 | 9 | 4.5 | 159 | 11.1 |
| 2 EMPLOYEE | 264 | 21.3 | 28 | 13.9 | 291 | 20.3 |
| 3 EMPLOYEE | 267 | 21.6 | 39 | 19.9 | 306 | 21.4 |
| 4 EMPLOYEE | 214 | 17.4 | 39 | 19.9 | 254 | 17.7 |
| 5 EMPLOYEE | 140 | 11.4 | 35 | 17.5 | 175 | 12.2 |
| 6 EMPLOYEE | 80 | 6.5 | 22 | 11.0 | 102 | 7.1 |
| 7 OR MORE EMPLOYEES | 54 | 4.3 | 25 | 12.5 | 78 | 5.5 |
| ALL | 1236 | 100.0 | 198 | 100.0 | 1434 | 100.0 |

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 161 | 12.9 | 19 | 9.4 | 180 | 12.5 |
| 1 EMPLOYEE | 281 | 22.6 | 25 | 12.6 | 306 | 21.2 |
| 2 EMPLOYEE | 395 | 31.8 | 47 | 23.5 | 442 | 30.6 |
| 3 EMPLOYEE | 244 | 19.7 | 44 | 22.1 | 288 | 20.0 |
| 4 EMPLOYEE | 104 | 8.4 | 27 | 13.5 | 131 | 9.1 |
| 5 EMPLOYEE | 39 | 3.1 | 24 | 12.1 | 63 | 4.4 |
| 6 EMPLOYEE | 15 | 1.2 | 7 | 3.5 | 22 | 1.5 |
| 7 OR MORE EMPLOYEES | 5 | 0.4 | 6 | 3.2 | 11 | 0.8 |
| ALL | 1242 | 100.0 | 200 | 100.0 | 1442 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 556 | 44.8 | 78 | 39.3 | 634 | 44.0 |
| 1 EMPLOYEE | 288 | 23.2 | 48 | 24.0 | 335 | 23.3 |
| 2 EMPLOYEE | 205 | 16.5 | 31 | 15.7 | 237 | 16.4 |
| 3 EMPLOYEE | 121 | 9.7 | 16 | 8.0 | 137 | 9.5 |
| 4 EMPLOYEE | 38 | 3.0 | 16 | 8.0 | 54 | 3.7 |
| 5 EMPLOYEE | 19 | 1.6 | 4 | 2.1 | 24 | 1.6 |
| 6 EMPLOYEE | 9 | 0.7 | 4 | 1.8 | 13 | 0.9 |
| 7 OR MORE EMPLOYEES | 6 | 0.5 | 2 | 1.2 | 8 | 0.6 |
| ALL | 1241 | 100.0 | 199 | 100.0 | 1440 | 100.0 |

SOLO DENTISTS
MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.18 | 1083 | 4.29 | 337 | 3.33 | 1420 |
| FULL-TIME PERSONNEL PER DENTIST | 2.04 | 1089 | 2.89 | 340 | 2.16 | 1429 |
| PART-TIME PERSONNEL PER DENTIST | 1.13 | 1088 | 1.43 | 338 | 1.17 | 1426 |

SOLO DENTISTS
MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.36 | 1025 | 4.33 | 334 | 3.50 | 1359 |
| FULL-TIME PERSONNEL PER DENTIST | 2.34 | 948 | 3.19 | 308 | 2.47 | 1256 |
| PART-TIME PERSONNEL PER DENTIST | 2.05 | 601 | 2.36 | 205 | 2.09 | 806 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 552 | 44.3 | 158 | 78.6 | 710 | 49.0 |
| 1 HYGIENIST | 489 | 39.2 | 25 | 12.3 | 514 | 35.5 |
| 2 HYGIENIST | 168 | 13.4 | 9 | 4.7 | 177 | 12.2 |
| 3 OR MORE HYGIENISTS | 38 | 3.0 | 9 | 4.4 | 46 | 3.2 |
| ALL | 1247 | 100.0 | 201 | 100.0 | 1448 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 905 | 72.6 | 176 | 87.7 | 1081 | 74.6 |
| 1 HYGIENIST | 315 | 25.3 | 21 | 10.6 | 336 | 23.2 |
| 2 HYGIENIST | 22 | 1.7 | 3 | 1.5 | 25 | 1.7 |
| 3 OR MORE HYGIENISTS | 6 | 0.5 | 1 | 0.3 | 6 | 0.4 |
| ALL | 1247 | 100.0 | 201 | 100.0 | 1448 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 826 | 66.0 | 172 | 85.9 | 998 | 68.8 |
| 1 HYGIENIST | 308 | 24.6 | 18 | 8.8 | 326 | 22.4 |
| 2 HYGIENIST | 96 | 7.7 | 6 | 2.9 | 102 | 7.0 |
| 3 OR MORE HYGIENISTS | 22 | 1.7 | 5 | 2.3 | 26 | 1.8 |
| ALL | 1252 | 100.0 | 201 | 100.0 | 1452 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN HYGIENIST PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 0.76 | 1093 | 0.38 | 341 | 0.70 | 1434 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.30 | 1093 | 0.14 | 341 | 0.28 | 1434 |
| PART-TIME HYGIENISTS PER DENTIST | 0.45 | 1097 | 0.23 | 341 | 0.42 | 1438 |

SOLO DENTISTS
MEAN HYGIENIST PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 1.36 | 609 | 1.77 | 73 | 1.38 | 682 |
| FULL-TIME HYGIENISTS PER DENTIST | 1.10 | 300 | 1.17 | 42 | 1.10 | 342 |
| PART-TIME HYGIENISTS PER DENTIST | 1.34 | 373 | 1.67 | 48 | 1.36 | 421 |

SOLO DENTISTS
MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | V57 | | V57 | | V57 | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 30.7 | 590 | 36.5 | 64 | 31.1 | 654 |
| ALL | 30.7 | 590 | 36.5 | 64 | 31.1 | 654 |

SOLO DENTISTS
HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 4.43 | 709 | 4.60 | 103 | 4.44 | 812 |
| EXPERIENCE PRIOR TO EMPLOY IN THIS PRACT | 4.88 | 696 | 4.48 | 94 | 4.86 | 790 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 289.77 | 640 | 293.36 | 96 | 290.02 | 736 |
| ALL | 289.77 | 640 | 293.36 | 96 | 290.02 | 736 |

SOLO DENTISTS
MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 409.74 | 217 | 436.04 | 31 | 411.54 | 248 |
| ALL | 409.74 | 217 | 436.04 | 31 | 411.54 | 248 |

SOLO DENTISTS
MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 13.61 | 631 | 13.75 | 94 | 13.62 | 725 |
| ALL | 13.61 | 631 | 13.75 | 94 | 13.62 | 725 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 173 | 13.9 | 10 | 5.0 | 183 | 12.7 |
| 1 ASSISTANT | 689 | 55.3 | 67 | 33.5 | 756 | 52.3 |
| 2 ASSISTANTS | 322 | 25.8 | 56 | 28.2 | 378 | 26.1 |
| 3 OR MORE ASSISTANTS | 63 | 5.0 | 66 | 33.2 | 129 | 8.9 |
| ALL | 1247 | 100.0 | 200 | 100.0 | 1447 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING FULL-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 301 | 24.1 | 36 | 18.2 | 338 | 23.3 |
| 1 ASSISTANT | 758 | 60.6 | 78 | 38.7 | 835 | 57.6 |
| 2 ASSISTANTS | 185 | 14.8 | 50 | 24.9 | 235 | 16.2 |
| 3 OR MORE ASSISTANTS | 7 | 0.5 | 36 | 18.2 | 43 | 3.0 |
| ALL | 1250 | 100.0 | 201 | 100.0 | 1451 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 963 | 77.1 | 128 | 64.1 | 1091 | 75.3 |
| 1 ASSISTANT | 202 | 16.2 | 42 | 21.2 | 244 | 16.9 |
| 2 ASSISTANTS | 73 | 5.8 | 17 | 8.5 | 90 | 6.2 |
| 3 OR MORE ASSISTANTS | 11 | 0.9 | 12 | 6.2 | 24 | 1.6 |
| ALL | 1249 | 100.0 | 200 | 100.0 | 1449 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.23 | 1093 | 2.10 | 340 | 1.35 | 1433 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.92 | 1096 | 1.51 | 341 | 1.00 | 1437 |
| PART-TIME ASSISTANTS PER DENTIST | 0.31 | 1095 | 0.59 | 340 | 0.35 | 1435 |

SOLO DENTISTS
MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.42 | 941 | 2.21 | 323 | 1.54 | 1264 |
| FULL-TIME ASSISTANTS PER DENTIST | 1.21 | 832 | 1.84 | 279 | 1.30 | 1111 |
| PART-TIME ASSISTANTS PER DENTIST | 1.34 | 251 | 1.66 | 122 | 1.40 | 373 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL- OR PART-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1182 | 95.1 | 164 | 81.8 | 1346 | 93.3 |
| 1 TECHNICIAN | 51 | 4.1 | 31 | 15.6 | 83 | 5.7 |
| 2 OR MORE TECHNICIANS | 9 | 0.7 | 5 | 2.6 | 14 | 1.0 |
| ALL | 1242 | 100.0 | 200 | 100.0 | 1442 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| FULL-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1213 | 97.5 | 180 | 90.0 | 1393 | 96.5 |
| 1 TECHNICIAN | 25 | 2.0 | 19 | 9.4 | 44 | 3.0 |
| 2 OR MORE TECHNICIANS | 6 | 0.5 | 1 | 0.6 | 7 | 0.5 |
| ALL | 1244 | 100.0 | 200 | 100.0 | 1444 | 100.0 |

SOLO
PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| PART-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 1215 | 97.4 | 182 | 90.6 | 1397 | 96.5 |
| 1 TECHNICIAN | 31 | 2.5 | 16 | 8.2 | 47 | 3.3 |
| 2 OR MORE TECHNICIANS | 1 | 0.1 | 2 | 1.2 | 3 | 0.2 |
| ALL | 1247 | 100.0 | 201 | 100.0 | 1448 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

SOLO DENTISTS
MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.06 | 1089 | 0.21 | 340 | 0.08 | 1429 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.03 | 1090 | 0.11 | 340 | 0.04 | 1430 |
| PART-TIME TECHNICIANS PER DENTIST | 0.03 | 1093 | 0.11 | 341 | 0.04 | 1434 |

SOLO DENTISTS
MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 1.17 | 53 | 1.15 | 62 | 1.16 | 115 |
| FULL-TIME TECHNICIANS PER DENTIST | 1.22 | 27 | 1.06 | 34 | 1.16 | 61 |
| PART-TIME TECHNICIANS PER DENTIST | 1.04 | 28 | 1.12 | 32 | 1.07 | 60 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

## INDEPENDENT DENTISTS GRADUATING SINCE 1980

Most independent dentists graduating since 1980 (98.6%) employed some full- or part-time staff. More than half (58.3%) had between 1-3 employees, while 40.4% employed 4 or more staff members. About 22% employed three full- or part-time personnel.

Fewer independent dentists graduating since 1980 (87%) employed full-time staff. About 16% of independent dentists graduating since 1980 employed 4 or more full-time staff members. Roughly 72% employed 1-3 full-time personnel. About 36% employed 2 full-time personnel.

About a fifth of independent dentists graduating since 1980 (21%) employed one part-time employee, while 42.4% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 2.6.

## DENTAL HYGIENISTS

Over half (51%) of the independent dentists graduating since 1980 employed at least one full- or part-time dental hygienist. Slightly more independent dentists graduating since 1980 employed part-time dental hygienists than full-time dental hygienists. Overall, about 20% of the independent dentists graduating since 1980 employed at least one full-time dental hygienist. About 21% of independent general practitioners employed at least one full-time dental hygienist. Almost 35% of independent dentists graduating since 1980 employed at least one part-time dental hygienist.

Among all independent dentists graduating since 1980, the number of full- or part-time dental hygienists per dentist was .51. The number of full-time dental hygienists per dentist was .15, while the average number of part-time dental hygienists per dentist was .37.

Among all independent dentists graduating since 1980 employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.01. This average is lower for full-time dental hygienists, .72, while the average number of part-time dental hygienists per dentist was 1.06.

The average number of patients treated per week by dental hygienists was 24.5. This figure was lower for solo dentist practices (17.4), but in practices with three or more dentists, the number of patients treated per week by dental hygienists increased to 48.1.

The overall mean length of dental hygienist employment in their current practice was 2.8 years. Dental hygienists' mean length of experience prior to employment in the current practice was 4.3 years. Dental hygienists have an average of 7 years of experience. This includes experience gained prior to and in their current practice. The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was approximately $466.00. The overall mean hourly dental hygienist salary (full- or part-time) was $12.44.

## CHAIRSIDE ASSISTANTS

About 88% of all independent dentists graduating since 1980 reported employing 1 or more full- or part-time chairside assistant. Three-quarters (75.5%) of all independent dentists graduating since 1980 employed full-time chairside assistants.

Independent dentists graduating since 1980 reported an average of 1.08 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was .74, while the average number of part-time chairside assistants was .35.

An average of 1.23 (full- or part-time) chairside assistants was reported among independent dentists graduating since 1980 who employed chairside assistants. The average declined to .98 for the number of full-time chairside assistants per dentist and to 1.21 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among independent dentists graduating since 1980, 91% reported employing no full- or part-time dental laboratory technicians.

Over 94% of all independent dentists graduating since 1980 reported that they did not employ full-time dental laboratory technicians, and about 96% reported employing no part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was .10. The mean number of full- or part-time laboratory technicians among dentists employing them was 1.08.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 2 | 1.4 | 0 | 0 | 2 | 1.4 |
| 1 EMPLOYEE | 18 | 11.1 | 0 | 0 | 18 | 11.0 |
| 2 EMPLOYEE | 41 | 25.0 | 1 | 50.0 | 42 | 25.2 |
| 3 EMPLOYEE | 37 | 22.2 | 0 | 0 | 37 | 22.1 |
| 4 EMPLOYEE | 24 | 14.6 | 0 | 0 | 24 | 14.5 |
| 5 EMPLOYEE | 22 | 13.2 | 0 | 0 | 22 | 13.1 |
| 6 EMPLOYEE | 9 | 5.6 | 0 | 0 | 9 | 5.5 |
| 7 OR MORE EMPLOYEES | 11 | 6.9 | 1 | 50.0 | 12 | 7.3 |
| ALL | 164 | 100.0 | 1 | 100.0 | 165 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 22 | 13.1 | 0 | 0 | 22 | 13.0 |
| 1 EMPLOYEE | 33 | 20.0 | 1 | 50.0 | 34 | 20.2 |
| 2 EMPLOYEE | 60 | 36.6 | 0 | 0 | 60 | 36.3 |
| 3 EMPLOYEE | 25 | 15.2 | 0 | 0 | 25 | 15.1 |
| 4 EMPLOYEE | 9 | 5.5 | 0 | 0 | 9 | 5.5 |
| 5 EMPLOYEE | 8 | 4.8 | 0 | 0 | 8 | 4.8 |
| 6 EMPLOYEE | 2 | 1.4 | 0 | 0 | 2 | 1.4 |
| 7 OR MORE EMPLOYEES | 6 | 3.4 | 1 | 50.0 | 6 | 3.8 |
| ALL | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 70 | 42.4 | 1 | 50.0 | 70 | 42.4 |
| 1 EMPLOYEE | 34 | 20.8 | 1 | 50.0 | 35 | 21.0 |
| 2 EMPLOYEE | 27 | 16.7 | 0 | 0 | 27 | 16.5 |
| 3 EMPLOYEE | 25 | 15.3 | 0 | 0 | 25 | 15.2 |
| 4 EMPLOYEE | 5 | 2.8 | 0 | 0 | 5 | 2.8 |
| 5 EMPLOYEE | 1 | 0.7 | 0 | 0 | 1 | 0.7 |
| 6 EMPLOYEE | 1 | 0.7 | 0 | 0 | 1 | 0.7 |
| 7 OR MORE EMPLOYEES | 1 | 0.7 | 0 | 0 | 1 | 0.7 |
| ALL | 164 | 100.0 | 1 | 100.0 | 165 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 2.57 | 144 | 2.50 | 2 | 2.57 | 146 |
| FULL-TIME PERSONNEL PER DENTIST | 1.56 | 145 | 2.25 | 2 | 1.56 | 147 |
| PART-TIME PERSONNEL PER DENTIST | 1.00 | 144 | 0.25 | 2 | 1.00 | 146 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 2.61 | 142 | 2.50 | 2 | 2.61 | 144 |
| FULL-TIME PERSONNEL PER DENTIST | 1.79 | 126 | 2.25 | 2 | 1.80 | 128 |
| PART-TIME PERSONNEL PER DENTIST | 1.74 | 83 | 0.50 | 1 | 1.73 | 84 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 81 | 49.0 | 1 | 50.0 | 82 | 49.0 |
| 1 HYGIENIST | 64 | 38.6 | 1 | 50.0 | 64 | 38.7 |
| 2 HYGIENIST | 16 | 9.7 | 0 | 0 | 16 | 9.6 |
| 3 OR MORE HYGIENISTS | 5 | 2.8 | 0 | 0 | 5 | 2.7 |
| ALL - WEIGHTED | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 131 | 79.3 | 1 | 100.0 | 132 | 79.5 |
| 1 HYGIENIST | 32 | 19.3 | 0 | 0 | 32 | 19.2 |
| 2 HYGIENIST | 2 | 1.4 | 0 | 0 | 2 | 1.4 |
| ALL - WEIGHTED | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 108 | 65.5 | 1 | 50.0 | 109 | 65.4 |
| 1 HYGIENIST | 43 | 26.2 | 1 | 50.0 | 44 | 26.4 |
| 2 HYGIENIST | 11 | 6.9 | 0 | 0 | 11 | 6.8 |
| 3 OR MORE HYGIENISTS | 2 | 1.4 | 0 | 0 | 2 | 1.4 |
| ALL - WEIGHTED | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN HYGIENIST PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 0.52 | 145 | 0.25 | 2 | 0.51 | 147 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.15 | 145 | 0.00 | 2 | 0.15 | 147 |
| PART-TIME HYGIENISTS PER DENTIST | 0.37 | 145 | 0.25 | 2 | 0.37 | 147 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN HYGIENIST PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIS | 1.01 | 74 | 0.50 | 1 | 1.01 | 75 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.72 | 30 | . | 0 | 0.72 | 30 |
| PART-TIME HYGIENISTS PER DENTIST | 1.07 | 50 | 0.50 | 1 | 1.06 | 51 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | V57 | | V57 | | V57 | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 17.4 | 45 | 0 | 0 | 17.4 | 45 |
| 2 DENTISTS | 32.6 | 17 | 5.0 | 1 | 31.8 | 18 |
| 3 OR MORE DENTISTS | 48.1 | 8 | 0 | 0 | 48.1 | 8 |
| ALL | 24.6 | 70 | 5.0 | 1 | 24.5 | 71 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 2.79 | 78 | 0.17 | 1 | 2.78 | 79 |
| EXPERIENCE PRIOR TO EMPLOY IN THIS PRACT | 4.30 | 78 | 1.00 | 1 | 4.28 | 79 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 203.90 | 37 | 0 | 0 | 203.90 | 37 |
| 2 DENTISTS | 381.09 | 20 | 85.00 | 1 | 373.65 | 21 |
| 3 OR MORE DENTISTS | 326.99 | 13 | 0 | 0 | 326.99 | 13 |
| ALL | 277.38 | 70 | 85.00 | 1 | 275.98 | 71 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | |
|---|---|---|---|---|
| | GENERAL PRACTITIONER | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | |
| ONE DENTIST | 346.34 | 5 | 346.34 | 5 |
| 2 DENTISTS | 561.31 | 9 | 561.31 | 9 |
| 3 OR MORE DENTISTS | 429.98 | 7 | 429.98 | 7 |
| ALL | 466.35 | 21 | 466.35 | 21 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 11.31 | 37 | 0 | 0 | 11.31 | 37 |
| 2 DENTISTS | 14.65 | 20 | 14.17 | 1 | 14.63 | 21 |
| 3 OR MORE DENTISTS | 12.21 | 13 | 0 | 0 | 12.21 | 13 |
| ALL | 12.43 | 70 | 14.17 | 1 | 12.44 | 71 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 19 | 11.7 | 0 | 0 | 19 | 11.6 |
| 1 ASSISTANT | 83 | 50.3 | 1 | 50.0 | 84 | 50.3 |
| 2 ASSISTANTS | 38 | 22.8 | 0 | 0 | 38 | 22.6 |
| 3 OR MORE ASSISTANTS | 25 | 15.2 | 1 | 50.0 | 26 | 15.4 |
| ALL - WEIGHTED | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 41 | 24.7 | 0 | 0 | 41 | 24.5 |
| 1 ASSISTANT | 92 | 55.5 | 1 | 50.0 | 93 | 55.4 |
| 2 ASSISTANTS | 23 | 13.7 | 0 | 0 | 23 | 13.6 |
| 3 OR MORE ASSISTANTS | 10 | 6.2 | 1 | 50.0 | 11 | 6.5 |
| ALL - WEIGHTED | 167 | 100.0 | 1 | 100.0 | 168 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING PART-TIME CHAIRSIDE ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 118 | 71.0 | 1 | 100.0 | 119 | 71.2 |
| 1 ASSISTANT | 32 | 19.3 | 0 | 0 | 32 | 19.2 |
| 2 ASSISTANTS | 10 | 6.2 | 0 | 0 | 10 | 6.2 |
| 3 OR MORE ASSISTANTS | 6 | 3.4 | 0 | 0 | 6 | 3.4 |
| ALL - WEIGHTED | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.08 | 145 | 1.75 | 2 | 1.08 | 147 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.73 | 146 | 1.75 | 2 | 0.74 | 148 |
| PART-TIME ASSISTANTS PER DENTIST | 0.35 | 145 | 0.00 | 2 | 0.35 | 147 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.22 | 128 | 1.75 | 2 | 1.23 | 130 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.97 | 110 | 1.75 | 2 | 0.98 | 112 |
| PART-TIME ASSISTANTS PER DENTIST | 1.21 | 42 | 0.00 | 0 | 1.21 | 42 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 149 | 91.0 | 1 | 100.0 | 151 | 91.0 |
| 1 TECHNICIAN | 8 | 4.9 | 0 | 0 | 8 | 4.8 |
| 2 OR MORE TECHNICIANS | 7 | 4.2 | 0 | 0 | 7 | 4.1 |
| ALL | 164 | 100.0 | 1 | 100.0 | 165 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 156 | 94.5 | 1 | 100.0 | 157 | 94.5 |
| 1 TECHNICIAN | 2 | 1.4 | 0 | 0 | 2 | 1.4 |
| 2 OR MORE TECHNICIANS | 7 | 4.1 | 0 | 0 | 7 | 4.1 |
| ALL | 165 | 100.0 | 1 | 100.0 | 167 | 100.0 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 157 | 95.8 | 1 | 100.0 | 159 | 95.9 |
| 1 TECHNICIAN | 6 | 3.5 | 0 | 0 | 6 | 3.4 |
| 2 OR MORE TECHNICIANS | 1 | 0.7 | 0 | 0 | 1 | 0.7 |
| ALL | 164 | 100.0 | 1 | 100.0 | 165 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.10 | 144 | 0.00 | 2 | 0.10 | 146 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.06 | 145 | 0.00 | 2 | 0.06 | 147 |
| PART-TIME TECHNICIANS PER DENTIST | 0.04 | 144 | 0.00 | 2 | 0.04 | 146 |

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 1.08 | 13 | 0.00 | 0 | 1.08 | 13 |
| FULL-TIME TECHNICIANS PER DENTIST | 1.07 | 8 | 0.00 | 0 | 1.07 | 8 |
| PART-TIME TECHNICIANS PER DENTIST | 0.92 | 6 | 0.00 | 0 | 0.92 | 6 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE

## Methodology and Definitions

### INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

### SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

#### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ________ | ________ |
| | zip code | |

5. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ________ **per year** | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #2 | ☐ | $ ________ **per year** | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #3 | ☐ | $ ________ **per year** | ________ **weeks** | ________ **hours** | ________ **years** | ________ **months** | ________ **years** | ________ **months** |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger ________%
15 to 64 years of age ________%
65 years of age or older ________%
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 ________%
$10,000 to 29,999 ________%
$30,000 or more ________%
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care ________%
covered by a public assistance program that pays or partially pays for their dental care ________%
not covered by an insurance program ________%
**TOTAL 100 %**

d. were members of a racial minority ________%

> If you were a solo practitioner during 1985, please skip to question 18:

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ________ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ________ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ________ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ________ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 **(annual billing)**? $ ________.00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ________%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ________%
c. as direct payment from private insurance carriers ________%
d. from other sources of payment (Please specify) ________ ________%
**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ........ 1
No ........ 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent $ ________.00
b. Yearly mortgage (including interest) $ ________.00
c. Total salaries, wages and commissions of non-dentists employees $ ________.00
d. Commercial dental laboratory charges $ ________.00
e. Dental supplies $ ________.00
f. Advertising expenses $ ________.00
g. Bad debts $ ________.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ________.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| The average number of: | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | | |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | | |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | | |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice | | |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | | |
| | **hours per week** | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | Number of Employee Positions full-time | Number of Employee Positions part-time |
|---|---|---|
| a. Dental hygienist(s) | | |
| b. Chairside assistant(s) | | |
| c. Secretary/receptionist(s)* | | |
| d. Dental laboratory technician(s) | | |
| e. Bookkeeper, business personnel | | |
| f. Other, please specify ______ | | |

*__NOTE:__ A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985

| The average number of: | Dental Hygienist(s) |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | |
| | **appointments per week** |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | |
| | **visits per week** |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

| | |
|---|---|
| a. Salary only | 1 |
| b. Commission only | 2 |
| c. Salary plus commission | 3 |
| d. Other, please specify ______ | |

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

| | |
|---|---|
| a. employee | 1 |
| b. independent contractor | 2 |
| c. Other, please specify ______ | |

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The Bureau of Economic and
Behavioral Research

1986

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# The 1986 Survey of Dental Practice

## Sources of Payment for Dental Services

February 1987

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# HIGHLIGHTS

Please note that statistics are reported for independent dentists for the United States as a whole, and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1985), as are the gross receipts.

Nationally, among all independent dentists payment for dental services directly from patients accounted for just under 50% of the gross income of private practitioners. This compares to 44.89% paid by private insurance and 4.96% by government programs.

For independent general practitioners, 46.7% of gross income was paid by patients directly, 47.26% by private insurance and 5.09% by government programs. About 56.5% of the gross income of independent specialists was paid directly by patients compared to 38.23% from private insurance and 4.59% by government programs.

Among all independent dentists, 3.8% reported no contribution to gross income from private insurance which compares to 2.4% of independent general practitioners and 7.7% of independent specialists.

About 50% of all independent dentists reported no payments by governmental programs, compared to 49.4% of the independent general practitioners and 53.5% of independent specialists.

Among all independent dentists, the percent of gross income paid by private insurance ranged from a low of 37.25% in the West South Central region to 51.6% in the Pacific region.

The percent of gross income from government programs ranged form 3.64% in the West South Central region to 7.89% in the West North Central region.

The percent of dentists with no private insurance payments ranged from 2.0% in the New England region to 7.9% in the West South Cental region.

The percent of dentists with no payments from government programs ranged from 28.4% in the West North Central region to 65.5% in the Middle Atlantic region.

## INTRODUCTION

This report examines the 1985 sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentage of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, workman's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as an overall weighted average.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions where income is higher may contain a higher percentage of multiple practice dentists.

## ALL UNITED STATES

Direct patient payment accounted for, on average, about 50% of the gross income of private practitioners. Private dental insurance accounted for 44.89% of gross income, while government programs contributed only 4.96%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (56.49% versus 46.7%, respectively). This pattern was reversed with payment from private dental insurance, where general practitioners received 47.26% and specialists received 38.23%. The mean gross income for all independent private practitioners was $265,591. Independent specialists' gross income exceeded that of general practitioners by about 51%.

Of all independent private practitioners, only 3.8% received no payment from private dental insurance. Almost 8% of independent specialists received no payment from dental insurance, while only 2.4% of general practitioenrs reported no payment from this source. About half of all independent private practitioners received no payment from government programs, with no substantial difference between independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
ALL UNITED STATES

ALL UNITED STATES
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 235347 | 1273 | 355757 | 427 | 265591 | 1700 |
| DIRECT PATIENT PAYMENT | 46.70 | 1274 | 56.49 | 454 | 49.27 | 1728 |
| PRIVATE DENTAL INSURANCE | 47.26 | 1274 | 38.23 | 454 | 44.89 | 1728 |
| GOVERNMENT PROGRAMS | 5.09 | 1274 | 4.59 | 454 | 4.96 | 1728 |
| BY OTHER MEANS | 0.95 | 1274 | 0.70 | 454 | 0.88 | 1728 |

ALL UNITED STATES
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.4 | 30 | 7.7 | 35 | 3.8 | 65 |
| GOVERNMENT PROGRAMS | 49.4 | 629 | 53.5 | 243 | 50.5 | 872 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## NEW ENGLAND

The overall gross income for independent private practitioners in New England was $251,513, which is 5% less than the national average.

The percentages of income received as direct patient payment, private dental insurance payment, or payment by a government program did not vary much from the national averages -- neither for general practitioners nor specialists.

More New England dentists received payment from private dental insurance when compared to national averages. Only 2% reported receiving no payment from private dental insurance. Notably, specialists in this region received more payment from insurance companies with only 3.6% reporting no payment from this source. This compares to 7.7% nationally.

New England dentists received more payment from government programs with about 40% reporting no payment from this source. The national average was 50.5%.

NEW ENGLAND
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 226836 | 77 | 327518 | 25 | 251513 | 102 |
| DIRECT PATIENT PAYMENT | 41.86 | 74 | 51.07 | 28 | 44.39 | 102 |
| PRIVATE DENTAL INSURANCE | 52.53 | 74 | 42.64 | 28 | 49.81 | 102 |
| GOVERNMENT PROGRAMS | 5.16 | 74 | 5.89 | 28 | 5.36 | 102 |
| BY OTHER MEANS | 0.46 | 74 | 0.39 | 28 | 0.44 | 102 |

NEW ENGLAND
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 1.4 | 1 | 3.6 | 1 | 2.0 | 2 |
| GOVERNMENT PROGRAMS | 43.2 | 32 | 35.7 | 10 | 41.2 | 42 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $249,295, which is 6% less than the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national averages. Independent specialists in the Middle Atlantic region received almost 65% of their gross income from direct patient payment; the national average is about 56.5%. Gross income received from private dental insurance by Middle Atlantic independent specialists (about 29%) also differs from the national average (about 38%).

Fewer Middle Atlantic independent general practitioners received payment from government programs, with 68% receiving no payment from this source. The national average was 50.5%. Fewer independent specialists in this region received payment from private dental insurance, with about 10% receiving no payment from this source.

MIDDLE ATLANTIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 209281 | 197 | 351667 | 77 | 249295 | 274 |
| DIRECT PATIENT PAYMENT | 49.48 | 206 | 64.48 | 87 | 53.93 | 293 |
| PRIVATE DENTAL INSURANCE | 44.70 | 206 | 28.91 | 87 | 40.01 | 293 |
| GOVERNMENT PROGRAMS | 5.03 | 206 | 6.08 | 87 | 5.34 | 293 |
| BY OTHER MEANS | 0.79 | 206 | 0.54 | 87 | 0.72 | 293 |

MIDDLE ATLANTIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.4 | 5 | 10.3 | 9 | 4.8 | 14 |
| GOVERNMENT PROGRAMS | 68.0 | 140 | 59.8 | 52 | 65.5 | 192 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## SOUTH ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $287,500, which is 8% higher than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (55.88% versus 49.27%), while a lower percentage was received from private dental insurance (39.24% versus 44.89%).

The percentage of dentists not receiving any payment from dental insurance does not vary from the national figure, but a slightly higher percentage (57.4% versus 50.5%) of dentists received no payment from government programs.

SOUTH ATLANTIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 267097 | 198 | 363724 | 53 | 287500 | 251 |
| DIRECT PATIENT PAYMENT | 54.87 | 200 | 59.34 | 58 | 55.88 | 258 |
| PRIVATE DENTAL INSURANCE | 39.77 | 200 | 37.40 | 58 | 39.24 | 258 |
| GOVERNMENT PROGRAMS | 4.63 | 200 | 2.52 | 58 | 4.15 | 258 |
| BY OTHER MEANS | 0.73 | 200 | 0.74 | 58 | 0.74 | 258 |

SOUTH ATLANTIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 3.5 | 7 | 5.2 | 3 | 3.9 | 10 |
| GOVERNMENT PROGRAMS | 56.5 | 113 | 60.3 | 35 | 57.4 | 148 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## EAST SOUTH CENTRAL

Mean gross income for the East South Central region was reported at $195,041, almost 27% lower than the national average. Independent general practitioners' income was almost 25% lower, while specialists' income was 21% lower.

The percentages of gross income received from direct patient payment, private dental insurance and government programs do not vary significantly from the national averages, except in a few cases. East South Central independent specialists received only 1.8% of gross income from government programs, while the national average was 4.59%. Just under 37% of East South Central independent general practitioners reported no payments from government programs, while the national average was almost 50%. About 41% of all independent practitioners in this region reported no payments from government programs; the national figure was 50%.

The East South Central region does not vary from the nation as a whole in terms of the percentage of dentists receiving no payments from private dental insurance and government programs.

EAST SOUTH CENTRAL
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 177244 | 72 | 280467 | 15 | 195041 | 87 |
| DIRECT PATIENT PAYMENT | 49.14 | 71 | 55.80 | 15 | 50.30 | 86 |
| PRIVATE DENTAL INSURANCE | 45.69 | 71 | 42.40 | 15 | 45.12 | 86 |
| GOVERNMENT PROGRAMS | 4.82 | 71 | 1.80 | 15 | 4.29 | 86 |
| BY OTHER MEANS | 0.35 | 71 | 0.00 | 15 | 0.29 | 86 |

EAST SOUTH CENTRAL
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 1.4 | 1 | 13.3 | 2 | 3.5 | 3 |
| GOVERNMENT PROGRAMS | 36.6 | 26 | 60.0 | 9 | 40.7 | 35 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $269,634, which was slightly above the national mean. However, specialists' income was 14.4% higher than the national average.

The percentages of payment received from private dental insurance did not differ substantially from the national average. Direct patient payment accounted for a slightly smaller percentage of the total receipts in the East North Central region than nationally (43.3% versus 49.27%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists reporting no income from either private dental insurance of government programs were very similar to the national figures.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRAL

EAST NORTH CENTRAL
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 226515 | 242 | 406935 | 76 | 269634 | 318 |
| DIRECT PATIENT PAYMENT | 42.02 | 241 | 47.24 | 78 | 43.30 | 319 |
| PRIVATE DENTAL INSURANCE | 52.97 | 241 | 46.97 | 78 | 51.50 | 319 |
| GOVERNMENT PROGRAMS | 4.02 | 241 | 4.82 | 78 | 4.22 | 319 |
| BY OTHER MEANS | 0.99 | 241 | 0.96 | 78 | 0.98 | 319 |

EAST NORTH CENTRAL
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 1.7 | 4 | 5.1 | 4 | 2.5 | 8 |
| GOVERNMENT PROGRAMS | 53.1 | 128 | 51.3 | 40 | 52.7 | 168 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $253,771, which is only slightly lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (57.9% versus 49.27%). A smaller percentage of gross income was paid by private insurance in this region. A higher percentage of dentists (7.9% versus 3.8%) reported that they received no income from private dental insurance.

Roughly 64% (as compared to 50.5% nationally) received no payment from government programs.

WEST SOUTH CENTRAL
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 223968 | 95 | 309286 | 51 | 253771 | 146 |
| DIRECT PATIENT PAYMENT | 55.59 | 97 | 62.06 | 54 | 57.90 | 151 |
| PRIVATE DENTAL INSURANCE | 39.65 | 97 | 32.94 | 54 | 37.25 | 151 |
| GOVERNMENT PROGRAMS | 3.92 | 97 | 3.15 | 54 | 3.64 | 151 |
| BY OTHER MEANS | 0.85 | 97 | 1.87 | 54 | 1.21 | 151 |

WEST SOUTH CENTRAL
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 5.2 | 5 | 13.0 | 7 | 7.9 | 12 |
| GOVERNMENT PROGRAMS | 58.8 | 57 | 72.2 | 39 | 63.6 | 96 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $247,202, which is about 7% lower than the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was slightly higher.

The percentage of gross income received from various sources differed substantially only for independent specialists. West North Central independent specialists received 45% of gross income from direct patient payment, while the national average was 56.49%. Just over 45% of gross income was received from private dental insurance, while the national average was only 38.23%.

Compared to national averages, more dentists in the West North Central region received payment from government programs (7.89% versus 4.96%). The percentage of independent dentists receiving no payment from private dental insurance varies only slightly from national figures (2.8% versus 3.8%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST NORTH CENTRAL

WEST NORTH CENTRAL
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 218517 | 115 | 365016 | 28 | 247202 | 143 |
| DIRECT PATIENT PAYMENT | 48.41 | 111 | 45.00 | 30 | 47.68 | 141 |
| PRIVATE DENTAL INSURANCE | 43.39 | 111 | 45.27 | 30 | 43.79 | 141 |
| GOVERNMENT PROGRAMS | 7.39 | 111 | 9.73 | 30 | 7.89 | 141 |
| BY OTHER MEANS | 0.82 | 111 | 0.00 | 30 | 0.65 | 141 |

WEST NORTH CENTRAL
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.7 | 3 | 3.3 | 1 | 2.8 | 4 |
| GOVERNMENT PROGRAMS | 27.5 | 31 | 30.0 | 9 | 28.4 | 40 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $253,575, which is slightly lower than the national average.

The Mountain region does not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, more independent dentists in the Mountain region receive payment from government programs, with almost 39% (as compared to 50.5% nationally) reporting that they receive no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MOUNTAIN

MOUNTAIN
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 214754 | 77 | 364286 | 27 | 253575 | 104 |
| DIRECT PATIENT PAYMENT | 47.11 | 75 | 57.21 | 28 | 49.85 | 103 |
| PRIVATE DENTAL INSURANCE | 45.17 | 75 | 39.25 | 28 | 43.56 | 103 |
| GOVERNMENT PROGRAMS | 5.97 | 75 | 2.79 | 28 | 5.11 | 103 |
| BY OTHER MEANS | 1.75 | 75 | 0.75 | 28 | 1.48 | 103 |

MOUNTAIN
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 4.0 | 3 | 10.7 | 3 | 5.8 | 6 |
| GOVERNMENT PROGRAMS | 34.7 | 26 | 50.0 | 14 | 38.8 | 40 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

The Pacific region has the highest overall mean gross income, at $311,920. This is almost 15% higher than the national figure. Independent general practitioners were 14% higher, and specialists were slightly higher than the national figure.

This region had the highest percentage of gross inocme received from private dental insurance, about 51.6%. Independent general practitioners received about 56% of their gross income from private dental insurance. This is considerably higher than the national independent general practitioner average (about 56% versus 47.26%).

All but one general practitioner in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with about 40% reporting no payment from government programs. The national average was 50.5%.

PACIFIC
MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | 294585 | 193 | 357752 | 73 | 311920 | 266 |
| DIRECT PATIENT PAYMENT | 35.88 | 191 | 56.82 | 73 | 41.67 | 264 |
| PRIVATE DENTAL INSURANCE | 56.42 | 191 | 38.99 | 73 | 51.60 | 264 |
| GOVERNMENT PROGRAMS | 6.11 | 191 | 3.92 | 73 | 5.50 | 264 |
| BY OTHER MEANS | 1.57 | 191 | 0.27 | 73 | 1.21 | 264 |

PACIFIC
NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 0.5 | 1 | 6.8 | 5 | 2.3 | 6 |
| GOVERNMENT PROGRAMS | 37.2 | 71 | 46.6 | 34 | 39.8 | 105 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Methodology and Definitions

### INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

### SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

#### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ________ | ________ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| The average number of: | | |
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ........ | ______ | ______ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) ........ | ______ | ______ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | ______ | ______ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ........ | ______ | ______ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985.

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ........ | ______ | ______ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice ........ | ______ | ______ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice ........ | ______ | ______ |
| | **hours per week** | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice ........ | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE**. Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | ______ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) ........ | ______ | ______ |
| b. Chairside assistant(s) ........ | ______ | ______ |
| c. Secretary/receptionist(s)* ........ | ______ | ______ |
| d. Dental laboratory technician(s) ........ | ______ | ______ |
| e. Bookkeeper/business personnel ........ | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985:

| | **Dental Hygienist(s)** |
|---|---|
| The average number of: | |
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | ______ |
| | **appointments per week** |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | ______ |
| | **visits per week** |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

| | |
|---|---|
| a. Salary only ........ | 1 |
| b. Commission only ........ | 2 |
| c. Salary plus commission ........ | 3 |
| d. Other, please specify ______ | |

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

| | |
|---|---|
| a. employee ........ | 1 |
| b. independent contractor ........ | 2 |
| c. Other, please specify ______ | |

15. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ **per year** | ______ **weeks** | ______ **hours** | ______ **years** | ______ **months** | ______ **years** | ______ **months** |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were

14 years of age or younger ______ %

15 to 64 years of age ______ %

65 years of age or older ______ %

**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:

under $10,000 ______ %

$10,000 to 29,999 ______ %

$30,000 or more ______ %

**TOTAL 100 %**

c. were:

covered by a private insurance program that pays or partially pays for their dental care ______ %

covered by a public assistance program that pays or partially pays for their dental care ______ %

not covered by an insurance program ______ %

**TOTAL 100 %**

d. were members of a racial minority ______ %

> If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ______ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 (**annual billing**)? $ ______ 00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ______ %

b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ______ %

c. as direct payment from private insurance carriers ______ %

d. from other sources of payment (Please specify) ______ ______ %

**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes 1

No 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent $ ______ 00

b. Yearly mortgage (including interest) $ ______ 00

c. Total salaries, wages and commissions of non-dentists employees $ ______ 00

d. Commercial dental laboratory charges $ ______ 00

e. Dental supplies $ ______ 00

f. Advertising expenses $ ______ 00

g. Bad debts $ ______ 00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ______ 00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11:7

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

1986

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1986 Survey of Dental Practice

## Patients of Dentists in Private Practice

February 1987

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## HIGHLIGHTS

Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.

General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for each of the populations of dentists surveyed. General practitioners received 65.2% of their patients from this age group, whereas specialists received 51.7%.

General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 16.6% of their patients were in this age group, compared to 9.9% for specialists.

Specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners; 47.9% and 38.1% respectively. The difference was greatest among independent dentists, where independent specialists saw 9.8% more patients at this income level than did independent general practitioners.

The majority of patients seen by general practitioners had family incomes ranging from $10,000 to $29,999.

Both general practitioners and specialists reported that over one-third of their patients were not covered by an insurance program; general practitioners reported 35%, specialists 37.7%.

An average of 40% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to slightly over 22% for general practitioners.

Among all independent dentists, only 7.8% reported having no patients who were members of a racial minority.

# INTRODUCTION

This report provides descriptive statistics from the 1986 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1985. Areas covered in this report include patient characteristics such as age, annual family income, insurance coverage, and racial background.

Please note that statistics are reported only for independent dentists (all independent dentists, solo dentists, and independent dentists graduating since 1980). Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data are merely descriptive regarding some access variables, including age, income level, racial background, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, the dentists' responses to economic barriers to care and whether or not the distribution of patients across dentists is related to how dentists respond.

In order to review the data in this report within a national context, the following statistics are provided. Slightly less than 12% of the population in 1985 were 65 years of age or older. The percent of all families in 1985 with income less than $10,000 was 17.3%, including 5% under $5,000 and 11.4% between $5,000 and $10,000. In 1985, an estimated 15.1% of the U.S. population were members of a racial minority group. In 1983, about 108.6 million persons were covered by private dental insurance, with 4.9 million receiving dental benefits through the Medicaid program.

## Independent Dentists

Among all independent dentists, nearly two-thirds (63.2%) of their patients were between the ages of 15 and 64 years. This percentage is maintained for general practitioners (65.2%), but drops to 51.7% for specialists.

The majority (50.7%) of patients seen by all independent dentists had annual family incomes ranging from $10,000 to $29,999. Independent specialists as a group estimated that 45.1% of their patients had annual family incomes in this range.

Over half (59.3%) of patients seen by all independent dentists were covered by private insurance programs that pay or partially pay for dental care, while over one-third (35.4%) of all patients had no insurance coverage.

Of all independent dentists, 47.6% reported having no patients who were covered by a public assistance program. The percentage was slightly lower for general practitioners (47.5%) and slightly higher for specialists (47.9%).

Slightly over 26.7% of all independent dentists reported having no patients with family incomes under $10,000. The percentage drops by 4.1 percentage points to 22.2% for general practitioners but rises by 13.4 percentage points for specialists (40.1%).

INDEPENDENT DENTISTS
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 18.17 | 1435 | 38.44 | 498 | 21.24 | 1933 |
| 15 TO 64 YEARS OF AGE | 65.22 | 1435 | 51.67 | 498 | 63.16 | 1933 |
| 65 YEARS OF AGE OR OLDER | 16.61 | 1435 | 9.89 | 498 | 15.59 | 1933 |
| FAMILY INCOME UNDER $10,000 | 10.22 | 1344 | 7.06 | 451 | 9.76 | 1795 |
| FAMILY INCOME $10,000 TO $29,999 | 51.72 | 1344 | 45.07 | 451 | 50.74 | 1795 |
| FAMILY INCOME $30,000 OR MORE | 38.06 | 1344 | 47.87 | 451 | 39.50 | 1795 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 59.74 | 1388 | 56.68 | 470 | 59.29 | 1858 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 5.28 | 1388 | 5.61 | 470 | 5.33 | 1858 |
| NOT COVERED BY AN INSURANCE PROGRAM | 34.98 | 1388 | 37.71 | 470 | 35.38 | 1858 |
| WERE MEMBERS OF A RACIAL MINORITY | 14.60 | 1310 | 14.96 | 441 | 14.65 | 1751 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 3.1 | 44 | 8.2 | 41 | 4.4 | 85 |
| 15 TO 64 YEARS OF AGE | 0.1 | 1 | 0.4 | 2 | 0.1 | 2 |
| 65 YEARS OF AGE OR OLDER | 1.3 | 18 | 45.4 | 226 | 12.6 | 244 |
| FAMILY INCOME UNDER $10,000 | 22.2 | 299 | 40.1 | 181 | 26.7 | 480 |
| FAMILY INCOME $10,000 TO $29,999 | 1.5 | 20 | 3.1 | 14 | 1.9 | 34 |
| FAMILY INCOME $30,000 OR MORE | 1.9 | 26 | 2.2 | 10 | 2.0 | 36 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.1 | 1 | 0.2 | 1 | 0.1 | 2 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 47.5 | 659 | 47.9 | 225 | 47.6 | 884 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.8 | 11 | 0.9 | 4 | 0.8 | 15 |
| WERE MEMBERS OF A RACIAL MINORITY | 8.7 | 114 | 5.2 | 23 | 7.8 | 137 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Solo Dentists

Slightly over 84% of the patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than do general practitioners, 54.3% of all solo specialists reported having no patients aged 65 or older. In comparison, the percentage for general practitioners was 1.6%.

The majority of patients seen by all solo dentists had annual family incomes ranging from $10,000 to $29,999. Specialists estimated that 46.1% of their patients were in this income category, whereas general practitioners estimated 52.2%.

Solo dentists reported that an average of 13.5% of their patients were members of a racial minority. General practitioners reported the same percentage (13.5%) and for specialists the figure was slightly higher (14.1%).

Over half (58.2%) of the patients seen by all solo dentists were covered by a private insurance program that provides full or partial payment for dental care. Over one-third (36.7%) of the patients seen by all solo dentists had no insurance coverage.

About 48% percent of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 47.5%, and among specialists, 51.2%.

SOLO DENTISTS
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 17.98 | 1050 | 43.29 | 326 | 21.47 | 1376 |
| 15 TO 64 YEARS OF AGE | 65.42 | 1050 | 48.20 | 326 | 63.04 | 1376 |
| 65 YEARS OF AGE OR OLDER | 16.61 | 1050 | 8.51 | 326 | 15.49 | 1376 |
| FAMILY INCOME UNDER $10,000 | 10.02 | 972 | 6.59 | 293 | 9.56 | 1265 |
| FAMILY INCOME $10,000 TO $29,999 | 52.25 | 972 | 46.06 | 293 | 51.42 | 1265 |
| FAMILY INCOME $30,000 OR MORE | 37.73 | 972 | 47.34 | 293 | 39.02 | 1265 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 58.59 | 1011 | 55.68 | 301 | 58.20 | 1312 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 5.02 | 1011 | 5.69 | 301 | 5.11 | 1312 |
| NOT COVERED BY AN INSURANCE PROGRAM | 36.39 | 1011 | 38.62 | 301 | 36.69 | 1312 |
| WERE MEMBERS OF A RACIAL MINORITY | 13.47 | 954 | 14.06 | 287 | 13.55 | 1241 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

SOLO DENTISTS
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 3.4 | 36 | 7.1 | 23 | 4.3 | 59 |
| 15 TO 64 YEARS OF AGE | 0.0 | 0 | 0.6 | 2 | 0.1 | 2 |
| 65 YEARS OF AGE OR OLDER | 1.6 | 17 | 54.3 | 177 | 14.1 | 194 |
| FAMILY INCOME UNDER $10,000 | 23.8 | 231 | 44.0 | 129 | 28.5 | 360 |
| FAMILY INCOME $10,000 TO $29,999 | 1.9 | 18 | 4.1 | 12 | 2.4 | 30 |
| FAMILY INCOME $30,000 OR MORE | 2.3 | 22 | 3.4 | 10 | 2.5 | 32 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.1 | 90 | 0.3 | 1 | 0.2 | 2 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 47.5 | 480 | 51.2 | 154 | 48.3 | 634 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.5 | 5 | 1.0 | 3 | 0.6 | 8 |
| WERE MEMBERS OF A RACIAL MINORITY | 10.3 | 98 | 5.2 | 15 | 9.1 | 113 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

## Independent Dentists Graduating Since 1980

Nearly two-thirds (65.3%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Unlike solo dentists and all independent dentists, specialists graduating since 1980 saw a lower percentage of younger patients than did general practitioners. For specialists, 7.5% of patients were of age 14 or younger whereas the percentage for general practitioners was 18.8%.

The majority (53.5%) of patients seen by all independent dentists graduating since 1980 had estimated annual family incomes from $10,000 to $29,999. About 14.1% estimated their patients to have annual family incomes under $10,000, and 32.5% estimated annual family incomes in excess of $30,000.

Over half (58.8%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, about one-third (33.5%) of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 18.79 | 142 | 7.50 | 2 | 18.71 | 144 |
| 15 TO 64 YEARS OF AGE | 65.18 | 142 | 77.50 | 2 | 65.27 | 144 |
| 65 YEARS OF AGE OR OLDER | 16.04 | 142 | 15.00 | 2 | 16.03 | 144 |
| FAMILY INCOME UNDER $10,000 | 14.15 | 140 | 5.00 | 2 | 14.08 | 142 |
| FAMILY INCOME $10,000 TO $29,999 | 53.76 | 140 | 12.50 | 2 | 53.46 | 142 |
| FAMILY INCOME $30,000 OR MORE | 32.09 | 140 | 82.50 | 2 | 32.45 | 142 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 58.93 | 140 | 40.00 | 2 | 58.79 | 142 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 7.72 | 140 | 10.00 | 2 | 7.74 | 142 |
| NOT COVERED BY AN INSURANCE PROGRAM | 33.35 | 140 | 50.00 | 2 | 33.47 | 142 |
| WERE MEMBERS OF A RACIAL MINORITY | 17.61 | 133 | 5.00 | 2 | 17.51 | 135 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS GRADUATING SINCE 1980
PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 1.4 | 2 | 0.0 | 0 | 1.4 | 2 |
| 15 TO 64 YEARS OF AGE | 0.7 | 1 | 0.0 | 0 | 0.0 | 0 |
| 65 YEARS OF AGE OR OLDER | 2.8 | 4 | 0.0 | 0 | 2.8 | 4 |
| FAMILY INCOME UNDER $10,000 | 10.0 | 14 | 50.0 | 1 | 10.6 | 15 |
| FAMILY INCOME $10,000 TO $29,999 | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| FAMILY INCOME $30,000 OR MORE | 2.1 | 3 | 0.0 | 0 | 2.1 | 3 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 37.9 | 53 | 50.0 | 1 | 38.0 | 54 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| WERE MEMBERS OF A RACIAL MINORITY | 4.5 | 6 | 50.0 | 1 | 5.2 | 7 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1986 SURVEY OF DENTAL PRACTICE.

# Methodology and Definitions

## INTRODUCTION

The 1986 Survey of Dental Practice (SDP) is a continuation of the series of surveys that have been conducted every two to three years since the early 1950's, annually since 1982, by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on selected characteristics of private practice in the United States.

The 1986 SDP consisted of detailed questions dealing with expenses of operating a private practice, net and gross income from the private practice of dentistry, the number of patient visits to the dentist, hours and weeks worked in the practice, occupational status and employment status, practice personnel mix, auxiliary employment and wages, and other selected characteristics.

## SURVEY METHODOLOGY

The 1986 SDP was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 129,039 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 Distribution is the most recent complete census, the sampling frame is updated periodically by adding information about recent graduates, retirement and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population) to ensure adequate numbers for statistical analysis. It should be noted that the sample was drawn in such a way

as to be able to make statements about general practitioners and specialists as a whole. We may not have, for any given specialty, enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1986 SDP was initially mailed in April, 1986. Two follow-up mailings to non-respondents occurred in May and June, 1986. Coding, hand-editing, and computer processing were completed by October, 1986. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 50.4%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitoners in the sample is 74.5%, specialists, 25.5%.

The weights were computed as follows:

General Practitioner - .85/.745 = 1.140939

Specialist - .15/.255 = 0.588235

These weights were employed in the calculations of means and medians where general practitioners and specialists were combined - where statements were made about "all" independent or solo dentists.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1986) practice prior to 1985.

ALL DENTISTS: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

DENTAL PRACTICE PERSONNEL (ALL STAFF): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/ receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

FULL-TIME and PART-TIME: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

HOURLY SALARY: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

INDEPENDENT DENTISTS: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and a shareholder in an incorporated practice.

MEAN: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

MEAN PER YEAR: Several variables in the tables are reported as means per year (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values reported by dentists, by the number of weeks worked in the office for the year.

NONOWNER DENTISTS (EMPLOYED): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

NONSOLO DENTISTS: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

PATIENT NO-SHOWS: The total of patient no-shows was defined as the difference between the number of patient appointments and the number of scheduled visits. It was assumed that the number of scheduled visits were equal to or less than the number of patient appointments.

REGIONS: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: EA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OD, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

SCHEDULED VISITS: Scheduled visits are the patient appointments who were present in the office for treatment.

SOLO DENTISTS: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

TOTAL PATIENT VISITS: Total patient visits is the sum of walk-in visits, emergency visits, and scheduled visits.

WEIGHTING: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1986 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1985? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1985 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1985 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1985), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes........................................................1
No.........................................................2

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1985? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1985?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1985? | ______ | ______ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1985?

| The average number of: | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | | |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | | |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | | |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1985

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | | |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice | | |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | | |
| | **hours per week** | |

9. What was **YOUR** 1985 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice | $ ______ 00 |
| b. Your secondary practice (if applicable) | $ ______ 00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ 00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1985, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1985, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1985. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) | | |
| b. Chairside assistant(s) | | |
| c. Secretary/receptionist(s)* | | |
| d. Dental laboratory technician(s) | | |
| e. Bookkeeper/business personnel | | |
| f. Other, please specify ______ | | |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

If the **ENTIRE PRIMARY PRACTICE** employed any dental hygienists in 1985, please continue. If **no** hygienists were employed, skip to question 16.

12. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1985.

| The average number of: | **Dental Hygienist(s)** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment | |
| | **appointments per week** |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) | |
| | **visits per week** |

13. Which of the following was the predominant method of reimbursing dental hygienist(s) in the **ENTIRE PRIMARY PRACTICE**? (Circle one.)

a. Salary only ........ 1
b. Commission only ........ 2
c. Salary plus commission ........ 3
d. Other, please specify ______

14. Do you consider dental hygienists to be an employee of your practice or an independent contractor? (Circle one.)

a. employee ........ 1
b. independent contractor ........ 2
c. Other, please specify ______

5. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1985. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| | **Not applicable (Please check boxes)** | **1985 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1985** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| **DENTAL HYGIENIST(S):** | | | | | | | | |
| Position #1 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ **per year** | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ **per year** | ______ **weeks** | ______ **hours** | ______ **years** | ______ **months** | ______ **years** | ______ **months** |

16. Approximately what percentage of the patients who visited the primary practice:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger ______ %
15 to 64 years of age ______ %
65 years of age or older ______ %
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 ______ %
$10,000 to 29,999 ______ %
$30,000 or more ______ %
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care ______ %
covered by a public assistance program that pays or partially pays for their dental care ______ %
not covered by an insurance program ______ %
**TOTAL 100 %**

d. were members of a racial minority ______ %

> If you were a solo practitioner during 1985, please skip to question 18.

17. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1985.

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ______ **visits per week**

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1985 (**annual billing**)? $ ______ .00

19. What percentage of the **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ______ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ______ %
c. as direct payment from private insurance carriers ______ %
d. from other sources of payment (Please specify) ______ ______ %
**TOTAL 100 %**

20. During 1985, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?
Yes 1
No 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1985? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent $ ______ .00
b. Yearly mortgage (including interest) $ ______ .00
c. Total salaries, wages and commissions of non-dentists employees $ ______ .00
d. Commercial dental laboratory charges $ ______ .00
e. Dental supplies $ ______ .00
f. Advertising expenses $ ______ .00
g. Bad debts $ ______ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1985? $ ______ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.1

American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## General Characteristics of Dentists

February, 1988

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## GENERAL CHARACTERISTICS OF DENTISTS FOR THE YEAR OF 1986

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## HIGHLIGHTS

- Approximately 19 percent of all private practitioners are under the age of 35; roughly half (52.1%) are under the age of 45; while 8.5% are 65 years of age or older.

- Almost two-thirds (59.8%) of current practitioners graduated from dental school since 1965; 31.9% graduated from dental school since 1975, and 13.2% graduated since 1980.

- The solo dentist practice is the most typical size of private practice, comprising 70.5% of the dental population.

- The mean age of all private practitioners is 46.1 years; for dentists graduating since 1980, the mean age is 30.6 years.

- The majority of the nation's private practitioners practice dentistry on a full-time basis.

- Over half, 56.1%, of nonowner dentists graduated from dental school since 1980. Three-quarters, 73.1%, have graduated since 1975, while 27.0% graduated before 1975.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on the general characteristics of private practitioners in the United States for the year 1986. Some of the areas summarized are age, region (U.S. census), and graduation year distributions. Certain statistics pertaining to the size of the dental practice and hours spent in the practice on a weekly and yearly basis are also reported.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, employed dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialist status for each of the five categories.

## ALL DENTISTS

Of all private practitioners, 18.7% are under the age of 35. Roughly half (52.1%) are under the age of 45, while 8.5% are 65 years of age or older.

Of the nine U.S. census regions, the higher concentrations of private practitioners occur in the Middle and South Altantic regions (17.5% and 18.0%), while the lowest concentrations occur in the West North Central and Mountain regions (5.2% and 5.6%).

Three-fifths (59.8%) of private practitioners have graduated from dental school since 1965, but only 13.2% have graduated since 1980.

The most typical size of private practice is the solo practice, with 70.5% of the private practitioners working with no other dentist.

Approximately 12.3% of the private practitioners work in a practice with two or more other dentists.

The mean age of all private practitioners is 46.1 years. For male practitioners, who comprise 97.2% of all private practitioners, the mean age is 46.4 years; while for female practitioners, representing only 2.8% of all practitioners, the mean age is 36.2 years.

Private practitioners spend, on average, 42.5 hours per week in the practice, 32.8 of which are spent treating patients. The average number of weeks worked per year is 47.3. On an annual basis, 2018.2 hours are spent in the practice while 1558.9 hours are spent treating patients (about 77.2%).

## DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 128 | 6.0 | 8 | 2.2 | 135 | 5.5 |
| 30-34 YEARS | 306 | 14.5 | 20 | 5.5 | 326 | 13.2 |
| 35-39 YEARS | 386 | 18.3 | 52 | 14.1 | 438 | 17.7 |
| 40-44 YEARS | 310 | 14.7 | 79 | 21.5 | 389 | 15.7 |
| 45-49 YEARS | 203 | 9.6 | 69 | 18.9 | 272 | 11.0 |
| 50-54 YEARS | 214 | 10.2 | 46 | 12.6 | 261 | 10.5 |
| 55-59 YEARS | 202 | 9.6 | 41 | 11.3 | 243 | 9.8 |
| 60-64 YEARS | 175 | 8.3 | 27 | 7.3 | 202 | 8.1 |
| 65 YEARS AND OLDER | 186 | 8.8 | 25 | 6.8 | 211 | 8.5 |
| REGION | | | | | | |
| NEW ENGLAND | 143 | 6.8 | 29 | 7.8 | 172 | 6.9 |
| MIDDLE ATLANTIC | 370 | 17.5 | 72 | 19.7 | 443 | 17.9 |
| SOUTH ATLANTIC | 380 | 18.0 | 61 | 16.6 | 441 | 17.8 |
| EAST SOUTH CENTRAL | 174 | 8.2 | 19 | 5.3 | 193 | 7.8 |
| EAST NORTH CENTRAL | 283 | 13.4 | 59 | 16.1 | 342 | 13.8 |
| WEST NORTH CENTRAL | 111 | 5.2 | 18 | 4.8 | 128 | 5.2 |
| WEST SOUTH CENTRAL | 192 | 9.1 | 27 | 7.5 | 219 | 8.8 |
| MOUNTAIN | 115 | 5.5 | 22 | 6.1 | 138 | 5.6 |
| PACIFIC | 342 | 16.2 | 60 | 16.2 | 402 | 16.2 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 831 | 39.4 | 166 | 45.4 | 997 | 40.2 |
| 1965-1974 | 541 | 25.6 | 150 | 40.9 | 691 | 27.9 |
| 1975-1980 | 427 | 20.2 | 37 | 10.1 | 464 | 18.7 |
| AFTER 1980 | 313 | 14.8 | 13 | 3.6 | 326 | 13.2 |
| ALL | 2111 | 100.0 | 367 | 100.0 | 2478 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## GENERAL CHARACTERISTICS OF DENTISTS ALL DENTISTS

### SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLOS) | 71.16 | 1507 | 66.89 | 247 | 70.53 | 1754 |
| ONE OTHER DENTIST | 16.84 | 357 | 18.78 | 69 | 17.13 | 426 |
| TWO OR MORE OTHER DENTISTS | 11.99 | 254 | 14.33 | 53 | 12.34 | 307 |
| ALL | 100.00 | 2118 | 100.00 | 369 | 100.00 | 2486 |

### MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.52 | 1876 | 46.33 | 607 | 47.34 | 2483 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.59 | 1876 | 41.82 | 607 | 42.47 | 2483 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2030.95 | 1876 | 1945.10 | 607 | 2018.22 | 2483 |
| HOURS PER WEEK TREATING PATIENTS | 33.05 | 1876 | 31.41 | 607 | 32.81 | 2483 |
| HOURS PER YEAR TREATING PATIENTS | 1576.09 | 1876 | 1460.43 | 607 | 1558.94 | 2483 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | ALL-WEIGHTED | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 46.2 | 44 | 96.5 | 1810 | 47.6 | 46 | 99.3 | 603 | 46.4 | 44 | 97.2 | 2413 |
| FEMALE | 35.9 | 33 | 3.5 | 66 | 45.8 | 48 | .7 | 4 | 36.2 | 33 | 2.8 | 70 |
| ALL-WEIGHTED | 45.8 | 43 | 100.0 | 1876 | 47.6 | 46 | 100.0 | 607 | 46.1 | 44 | 100.0 | 2483 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## INDEPENDENT DENTISTS

Of all independent dentists, 15.5% are under the age of 35. Half (50.0%) are under the age of 45, while 8.8% are 65 years of age or older.

Over half (58.1%) of the independent practitioners graduated from dental school since 1965, while only 9.8% have graduated since 1980.

Among independents, the most typical size of private practice is the solo practice, with 75.9% of the private practitioners working with no other dentist. About 9.2% of independent dentists work in a practice with two or more dentists.

The mean age of all independent practitioners is 46.8 years. For male practitioners, who comprise 98.1% of independent practitioners, the mean age is 47.0 years; while female practitioners, representing only 1.9% of all independent practitioners, have an average age of 37.4 years.

Independent practitioners spend, on average, 42.6 hours per week in the practice, 32.9 of which are spent treating patients. The average number of weeks worked per year is 47.3. On an annual basis, 2023.1 hours are spent in the practice while 1562.0 hours are spent treating patients (about 77.2%).

DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 70 | 3.6 | 6 | 1.7 | 76 | 3.3 |
| 30-34 YEARS | 261 | 13.4 | 19 | 5.4 | 280 | 12.2 |
| 35-39 YEARS | 369 | 18.9 | 49 | 14.0 | 418 | 18.2 |
| 40-44 YEARS | 298 | 15.3 | 77 | 21.8 | 375 | 16.3 |
| 45-49 YEARS | 198 | 10.1 | 68 | 19.4 | 266 | 11.5 |
| 50-54 YEARS | 211 | 10.8 | 46 | 13.1 | 257 | 11.2 |
| 55-59 YEARS | 195 | 10.0 | 39 | 11.1 | 234 | 10.2 |
| 60-64 YEARS | 167 | 8.6 | 25 | 7.1 | 192 | 8.3 |
| 65 YEARS AND OLDER | 179 | 9.2 | 22 | 6.4 | 202 | 8.8 |
| REGION | | | | | | |
| NEW ENGLAND | 130 | 6.7 | 26 | 7.3 | 155 | 6.8 |
| MIDDLE ATLANTIC | 334 | 17.1 | 70 | 20.1 | 405 | 17.6 |
| SOUTH ATLANTIC | 343 | 17.6 | 56 | 16.1 | 400 | 17.4 |
| EAST SOUTH CENTRAL | 161 | 8.3 | 19 | 5.5 | 181 | 7.9 |
| EAST NORTH CENTRAL | 263 | 13.5 | 56 | 15.9 | 319 | 13.9 |
| WEST NORTH CENTRAL | 108 | 5.6 | 18 | 5.0 | 126 | 5.5 |
| WEST SOUTH CENTRAL | 182 | 9.3 | 26 | 7.4 | 208 | 9.0 |
| MOUNTAIN | 108 | 5.6 | 22 | 6.4 | 131 | 5.7 |
| PACIFIC | 318 | 16.3 | 57 | 16.3 | 375 | 16.3 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 805 | 41.3 | 160 | 45.5 | 965 | 41.9 |
| 1965-1974 | 527 | 27.1 | 146 | 41.7 | 674 | 29.3 |
| 1975-1980 | 403 | 20.7 | 34 | 9.7 | 437 | 19.0 |
| AFTER 1980 | 213 | 11.0 | 11 | 3.1 | 224 | 9.8 |
| ALL | 1948 | 100.0 | 351 | 100.0 | 2299 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLOS) | 77.01 | 1505 | 69.88 | 247 | 75.92 | 1751 |
| ONE OTHER DENTIST | 14.38 | 281 | 17.56 | 62 | 14.87 | 343 |
| TWO OR MORE OTHER DENTISTS | 8.61 | 168 | 12.56 | 44 | 9.21 | 213 |
| ALL | 100.00 | 1954 | 100.00 | 353 | 100.00 | 2307 |

MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.50 | 1731 | 46.27 | 581 | 47.31 | 2312 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.73 | 1731 | 41.98 | 581 | 42.62 | 2312 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2036.23 | 1731 | 1950.20 | 581 | 2023.08 | 2312 |
| HOURS PER WEEK TREATING PATIENTS | 33.15 | 1731 | 31.54 | 581 | 32.90 | 2312 |
| HOURS PER YEAR TREATING PATIENTS | 1579.57 | 1731 | 1464.66 | 581 | 1561.99 | 2312 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 46.8 | 44 | 97.6 | 1690 | 47.6 | 46 | 99.3 | 577 | 47 | 45 | 98.1 | 2267 |
| FEMALE | 37 | 35 | 2.4 | 41 | 45.8 | 48 | .7 | 4 | 37.4 | 35 | 1.9 | 45 |
| ALL-WEIGHTED | 46.6 | 44 | 100.0 | 1731 | 47.6 | 46 | 100.0 | 581 | 46.8 | 45 | 100.0 | 2312 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SOLO DENTISTS

Most dentists (70.5%) are solo practitioners. Of all solo dentists, 14.3% are under the age of 35. Almost half (47.5%) are under the age of 45, while 10.0% are 65 years of age or older.

Over half (55.9%) of all solo practitioners graduated from dental school since 1965, while 8.6% graduated from dental school since 1980.

The mean age of all solo practitioners is 47.5 years. For male practitioners, who comprise 98.6% of solo practitioners, the mean age is 47.6 years; for female practitioners, who represent 1.4% of all solo practitioners, the mean age is 39.6 years.

Solo practitioners spend, on average, 42.4 hours per week in the practice, 32.7 of which are spent treating patients. The average number of weeks worked per year is 47.4. On an annual basis, 2015.4 hours are spent in the practice while 1554.1 hours are spent treating patients (about 77.1%).

## DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 44 | 2.9 | 3 | 1.2 | 47 | 2.7 |
| 30-34 YEARS | 187 | 12.5 | 14 | 5.7 | 201 | 11.6 |
| 35-39 YEARS | 269 | 17.9 | 28 | 11.4 | 297 | 17.0 |
| 40-44 YEARS | 231 | 15.4 | 50 | 20.6 | 282 | 16.2 |
| 45-49 YEARS | 154 | 10.2 | 47 | 19.4 | 201 | 11.5 |
| 50-54 YEARS | 166 | 11.1 | 32 | 13.2 | 198 | 11.4 |
| 55-59 YEARS | 163 | 10.9 | 30 | 12.4 | 193 | 11.1 |
| 60-64 YEARS | 130 | 8.7 | 21 | 8.4 | 150 | 8.6 |
| 65 YEARS AND OLDER | 155 | 10.3 | 19 | 7.7 | 173 | 10.0 |
| REGION | | | | | | |
| NEW ENGLAND | 87 | 5.8 | 16 | 6.7 | 103 | 5.9 |
| MIDDLE ATLANTIC | 242 | 16.1 | 43 | 17.6 | 285 | 16.3 |
| SOUTH ATLANTIC | 271 | 18.1 | 34 | 13.9 | 305 | 17.5 |
| EAST SOUTH CENTRAL | 121 | 8.1 | 14 | 5.7 | 135 | 7.7 |
| EAST NORTH CENTRAL | 216 | 14.4 | 41 | 16.6 | 256 | 14.7 |
| WEST NORTH CENTRAL | 87 | 5.8 | 13 | 5.2 | 100 | 5.7 |
| WEST SOUTH CENTRAL | 147 | 9.8 | 20 | 8.2 | 167 | 9.6 |
| MOUNTAIN | 88 | 5.9 | 18 | 7.4 | 106 | 6.1 |
| PACIFIC | 240 | 16.1 | 46 | 18.6 | 286 | 16.4 |
| GRADUATION YEAR | | | | | | |
| BEFORE 1965 | 650 | 43.4 | 120 | 49.1 | 770 | 44.2 |
| 1965-1974 | 408 | 27.2 | 97 | 39.7 | 505 | 29.0 |
| 1975-1980 | 297 | 19.8 | 21 | 8.7 | 318 | 18.3 |
| AFTER 1980 | 143 | 9.6 | 6 | 2.5 | 149 | 8.6 |
| ALL | 1498 | 100.0 | 245 | 100.0 | 1743 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.59 | 1332 | 46.41 | 404 | 47.42 | 1736 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 42.52 | 1332 | 41.41 | 404 | 42.36 | 1736 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2029.53 | 1332 | 1928.63 | 404 | 2015.38 | 1736 |
| HOURS PER WEEK TREATING PATIENTS | 32.96 | 1332 | 30.82 | 404 | 32.66 | 1736 |
| HOURS PER YEAR TREATING PATIENTS | 1573.40 | 1332 | 1435.78 | 404 | 1554.09 | 1736 |

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 47.4 | 45 | 98.3 | 1310 | 48.6 | 47 | 99.3 | 401 | 47.6 | 46 | 98.6 | 1711 |
| FEMALE | 39 | 35 | 1.7 | 22 | 48.7 | 48 | .7 | 3 | 39.6 | 36 | 1.4 | 25 |
| ALL-WEIGHTED | 47.3 | 45 | 100.0 | 1332 | 48.6 | 47 | 100.0 | 404 | 47.5 | 46 | 100.0 | 1736 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## EMPLOYED DENTISTS

Of all employed dentists, 58.9% are under the age of 35, while 77.4% are under the age of 45. Only 3.9% are 65 years of age or older.

Over half (56.1%) of all employed practitioners have graduated from dental school since 1980. Roughly 82% have graduated from dental school since 1965, while 17.7% graduated before 1965.

Of all employed dentists, just under half (43.7%) work in a practice with only one other dentist, the remaining work in larger dental offices.

The mean age of all employed practitioners is 37.3 years. For male practitioners, who comprise 85.7% of employed practitioners, the mean age is 38.1 years; for female practitioners, who represent 14.3% of all employed practitioners, the mean age is 32.6 years.

Employed practitioners spend, on average, 41.4 hours per week in the practice, 32.1 of which are spent treating patients. The average number of weeks worked per year is 47.5. On an annual basis, 1988.1 hours are spent in the practice while 1539.2 hours are spent treating patients (about 77.4%).

DENTIST AGE, REGION, AND GRADUATION YEAR DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| **AGE GROUP** | | | | | | |
| LESS THAN 30 YEARS | 40 | 36.8 | 1 | 6.3 | 40 | 34.3 |
| 30-34 YEARS | 28 | 26.3 | 1 | 6.3 | 29 | 24.6 |
| 35-39 YEARS | 10 | 9.5 | 1 | 12.5 | 11 | 9.7 |
| 40-44 YEARS | 9 | 8.4 | 1 | 12.5 | 10 | 8.8 |
| 45-49 YEARS | 6 | 5.3 | 1 | 12.5 | 7 | 5.9 |
| 50-54 YEARS | 2 | 2.1 | 0 | 0 | 2 | 1.9 |
| 55-59 YEARS | 5 | 4.2 | 2 | 25.0 | 7 | 5.9 |
| 60-64 YEARS | 5 | 4.2 | 1 | 12.5 | 6 | 4.9 |
| 65 YEARS AND OLDER | 3 | 3.2 | 1 | 12.5 | 5 | 3.9 |
| **REGION** | | | | | | |
| NEW ENGLAND | 9 | 8.4 | 2 | 25.0 | 11 | 9.8 |
| MIDDLE ATLANTIC | 24 | 22.1 | 1 | 12.5 | 25 | 21.3 |
| SOUTH ATLANTIC | 27 | 25.3 | 2 | 25.0 | 30 | 25.2 |
| EAST SOUTH CENTRAL | 6 | 5.3 | 0 | 0 | 6 | 4.8 |
| EAST NORTH CENTRAL | 12 | 11.6 | 2 | 18.8 | 14 | 12.2 |
| WEST NORTH CENTRAL | 2 | 2.1 | 0 | 0 | 2 | 1.9 |
| WEST SOUTH CENTRAL | 7 | 6.3 | 1 | 12.5 | 8 | 6.8 |
| MOUNTAIN | 7 | 6.3 | 0 | 0 | 7 | 5.8 |
| PACIFIC | 14 | 12.6 | 1 | 6.3 | 14 | 12.1 |
| **GRADUATION YEAR** | | | | | | |
| BEFORE 1965 | 16 | 14.7 | 5 | 50.0 | 21 | 17.7 |
| 1965-1974 | 9 | 8.4 | 2 | 18.8 | 11 | 9.3 |
| 1975-1980 | 18 | 16.8 | 2 | 18.8 | 20 | 17.0 |
| AFTER 1980 | 64 | 60.0 | 1 | 12.5 | 66 | 56.1 |
| ALL | 107 | 100.0 | 10 | 100.0 | 117 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRACTICE SIZE | | | | | | |
| ONE OTHER DENTIST | 44.79 | 49 | 31.25 | 3 | 43.68 | 52 |
| TWO OR MORE OTHER DENTISTS | 55.21 | 60 | 68.75 | 7 | 56.32 | 67 |
| ALL | 100.00 | 108 | 100.00 | 10 | 100.00 | 118 |

MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | ALL-WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 47.55 | 96 | 47.44 | 16 | 47.54 | 112 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 41.53 | 96 | 40.08 | 16 | 41.41 | 112 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 1994.08 | 96 | 1921.68 | 16 | 1988.13 | 112 |
| HOURS PER WEEK TREATING PATIENTS | 32.17 | 96 | 30.87 | 16 | 32.06 | 112 |
| HOURS PER YEAR TREATING PATIENTS | 1544.19 | 96 | 1484.06 | 16 | 1539.24 | 112 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | ALL-WEIGHTED | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 36.8 | 32 | 83.3 | 80 | 50.1 | 51 | 164.7 | 16 | 38.1 | 34 | 85.7 | 96 |
| FEMALE | 32.6 | 31 | 16.7 | 16 | . | . | . | 0 | 32.6 | 31 | 14.3 | 16 |
| ALL-WEIGHTED | 36.1 | 31 | 100.0 | 96 | 50.1 | 79 | 100.0 | 16 | 37.3 | 33 | 100.0 | 112 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 (89.0%) are under the age of 35, while 9.2% are between the ages of 35 and 39 years, and only 1.7% are over 40 years of age.

The solo practice is the most prevalent practice size among recent graduates, with 46.0% working in a practice with no other dentist. About one-quarter (29.8%) practice with one other dentist, while another quarter, 24.2%, work in a practice with two or more dentists.

The mean age of all dentists graduating since 1980 is 30.6 years. This figure is the same for male and female practitioners.

Male practitioners comprise 86.7% of recent graduates, while female practitioners account for 12.3%.

Dentists graduating since 1980 work, on average, 44.8 hours per week in the practice, 34.4 of which are spent treating patients. The average number of weeks worked per year is 48.5. On an annual basis, 2174.7 hours are spent in the practice while 1668.8 hours are spent treating patients (about 76.7%).

## DENTIST AGE AND REGION DISTRIBUTION

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| AGE GROUP | | | | | | |
| LESS THAN 30 YEARS | 128 | 40.8 | 8 | 59.1 | 135 | 41.5 |
| 30-34 YEARS | 150 | 48.0 | 5 | 36.4 | 155 | 47.5 |
| 35-39 YEARS | 29 | 9.4 | 1 | 4.5 | 30 | 9.2 |
| 40-44 YEARS | 5 | 1.4 | 0 | 0 | 5 | 1.4 |
| 45-49 YEARS | 1 | 0.4 | 0 | 0 | 1 | 0.3 |
| REGION | | | | | | |
| NEW ENGLAND | 14 | 4.3 | 1 | 9.1 | 15 | 4.5 |
| MIDDLE ATLANTIC | 58 | 18.4 | 3 | 22.7 | 61 | 18.6 |
| SOUTH ATLANTIC | 67 | 21.3 | 0 | 0 | 67 | 20.4 |
| EAST SOUTH CENTRAL | 26 | 8.3 | 1 | 4.5 | 27 | 8.1 |
| EAST NORTH CENTRAL | 38 | 12.3 | 2 | 13.6 | 40 | 12.3 |
| WEST NORTH CENTRAL | 10 | 3.2 | 2 | 13.6 | 12 | 3.7 |
| WEST SOUTH CENTRAL | 40 | 12.6 | 2 | 13.6 | 41 | 12.7 |
| MOUNTAIN | 12 | 4.0 | 1 | 9.1 | 14 | 4.2 |
| PACIFIC | 49 | 15.5 | 2 | 13.6 | 50 | 15.4 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SIZE OF PRIVATE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRACTICE SIZE | | | | | | |
| NO OTHER DENTISTS (SOLOS) | 46.04 | 144 | 45.45 | 6 | 46.02 | 151 |
| ONE OTHER DENTIST | 29.50 | 93 | 36.36 | 5 | 29.78 | 97 |
| TWO OR MORE OTHER DENTISTS | 24.46 | 77 | 18.18 | 2 | 24.20 | 79 |
| ALL | 100.00 | 314 | 100.00 | 13 | 100.00 | 327 |

## MEAN HOURS SPENT IN PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PER YEAR SPENT IN DENTAL OFFICE | 48.51 | 278 | 47.14 | 22 | 48.45 | 300 |
| HOURS PER WEEK SPENT IN DENTAL OFFICE | 44.83 | 278 | 43.12 | 22 | 44.76 | 300 |
| HOURS PER YEAR SPENT IN DENTAL OFFICE | 2180.18 | 278 | 2046.28 | 22 | 2174.72 | 300 |
| HOURS PER WEEK TREATING PATIENTS | 34.42 | 278 | 32.77 | 22 | 34.36 | 300 |
| HOURS PER YEAR TREATING PATIENTS | 1673.51 | 278 | 1557.55 | 22 | 1668.78 | 300 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N | MEAN | MEDIAN | GENDER PERCENT | N |
| GENDER | | | | | | | | | | | | |
| MALE | 30.6 | 30 | 86.7 | 241 | 29.9 | 29 | 100.0 | 22 | 30.6 | 30 | 87.7 | 263 |
| FEMALE | 30.6 | 30 | 13.3 | 37 | . | . | . | 0 | 30.6 | 30 | 12.3 | 37 |
| ALL-WEIGHTED | 30.6 | 30 | 100.0 | 278 | 29.9 | 29 | 100.0 | 22 | 30.6 | 30 | 100.0 | 300 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are **NOT** included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

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# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | **Primary Occupation** | **Secondary Occupation** |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes you employment status in the practice(s) during 1986?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

| The average number of: | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ....... | ________ | ________ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) .......... | ________ | ________ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) .... | ________ | ________ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ................ | ________ | ________ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ............... | ________ | ________ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice ................ | ________ | ________ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice .......................... | ________ | ________ |
| | **hours per week** | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice ................ | $ ____________.00 |
| b. Your secondary practice (if applicable) | $ ____________.00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ____________.00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) .. | ____________ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero .. | ____________ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) ................ | ________ | ________ |
| b. Chairside assistant(s) ............. | ________ | ________ |
| c. Secretary/receptionist(s)* ......... | ________ | ________ |
| d. Dental laboratory technician(s) .... | ________ | ________ |
| e. Bookkeeper, business personnel .... | ________ | ________ |
| f. Other, please specify ____________ | ________ | ________ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| | **Not applicable (Please check boxes)** | **1986 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1986** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| **DENTAL HYGIENIST (S):** | | | | | | | | |
| Position #1 .................... | ☐ | $ ____________ **per year** | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #2 .................... | ☐ | $ ____________ **per year** | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #3 .................... | ☐ | $ ____________ **per year** | ________ **weeks** | ________ **hours** | ________ **years** | ________ **months** | ________ **years** | ________ **months** |

13. Please provide the following regarding all **dental hygienist(s)** appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

**Dental Hygienist(s)**

The average number of:

a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment ... ______ **appointments per week**

b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) .... ______ **visits per week**

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

**Entire Practice**

The average number of:

a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) .................. ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero .............................. ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero .................. ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) ..... ______ **visits per week**

15. Approximately what percentage of the patients who visited the primary practice in 1986:

**Entire Practice Patient Characteristics**

a. were:

14 years of age or younger ........... ______%

15 to 64 years of age ................ ______%

65 years of age or older ............. ______%

**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:

under $10,000 ....................... ______%

$10,000 to 29,999 .................... ______%

$30,000 or more ...................... ______%

**TOTAL 100 %**

c. were:

covered by a private insurance program that pays or partially pays for their dental care .......................... ______%

covered by a public assistance program that pays or partially pays for their dental care .......................... ______%

not covered by an insurance program .. ______%

**TOTAL 100 %**

d. were members of a racial minority ..... ______%

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** ..... ______ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did **an average patient of record and average new patient have to WAIT:**

| | **Entire Practice Waiting Time** | |
|---|---|---|
| | patient of record | new patient |
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) ........................ | ______ | ______ |
| | **days** | |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT** ................ | ______ | ______ |
| | **minutes** | |

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? ......... $ ______.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ................ ______%

b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ........................ ______%

c. as direct payment from private insurance carriers ....................... ______%

d. from other sources of payment (Please specify) ______ ______%

**TOTAL 100 %**

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ............................................ 1
No ............................................. 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent ...................... $ ______.00

b. Yearly mortgage (including interest) $ ______.00

c. Total salaries, wages and commissions of non-dentists employees .. $ ______.00

d. Commercial dental laboratory charges ......................... $ ______.00

e. Dental supplies ................... $ ______.00

f. Advertising expenses ............ $ ______.00

g. Bad debts ......................... $ ______.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? ........... $ ______.00
(This figure should be greater than the sum of the figures in question 21.)

**Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.**

A1475-11.2

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## Employment Status of Dentists

February, 1988

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# FOR THE YEAR 1986

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## HIGHLIGHTS

- Among all dentists who worked in private practice as a primary occupation, 92.9% were owners or part-owners in their current primary practices.
- For all dentists, sole proprietorship is the predominant form of dental practice ownership (58.4%). This holds true for general practitioners, of whom 62.0% are currently sole proprietors. In the case of specialists however, there is a greater tendency to be a shareholder in an incorporated practice (49.8%) rather than a sole proprietor (37.8%).
- Among all dentists who began in their current primary practice as nonowners in an incorporated or unincorporated dental practice on a salary, commission, percentage, or associate basis, 68.0% are currently owners or part-owners of their dental practices.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on the employment status of private practitioners in the United States for the year 1986. Some of the areas summarized are: initial ownership status of current primary practice, current ownership status in primary practice, and the changes in these two.

Tables are presented separately for all dentists (private practitioners), independent (owner) dentists, solo dentists, nonowner dentists, and dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on all responding dentists in a given category. The tables present detailed data broken down by general practitioner and specialty status for each of the five categories.

## ALL DENTISTS

Most dentists started in their current primary practices as owners (82.7%) acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, representing 70.7% of all dentists, 72.1% of all general practitioners, and 62.9% of all specialists.

About 92.9% of all dentists share in the ownership of their current primary practice or are the sole owners of their practices.

Currently among all dentists, sole proprietorship is still the predominant form of dental practice ownership, represented by 58.4% of this sample. Most general practitioners are sole proprietors (62.0%), while most specialists (49.8%) are shareholders in an incorporated practice. Less than forty percent of all specialists are currently sole proprietors.

Among all dentists who began in their current primary practices as nonowners, 68.0% became owners or part-owners; 32.2% became sole proprietors, 24.1% became shareholders in an incorporated practice, and the remaining 11.7% became partners.

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1448 | 72.1 | 222 | 62.9 | 1670 | 70.7 |
| PARTNER | 113 | 5.6 | 30 | 8.4 | 143 | 6.0 |
| SHAREHOLDER - INCORPORATED | 103 | 5.1 | 39 | 11.0 | 142 | 6.0 |
| NONSHAREHOLDER - INCORPORATED | 116 | 5.8 | 36 | 10.3 | 153 | 6.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 133 | 6.6 | 19 | 5.5 | 153 | 6.5 |
| INDEPENDENT CONTRACTOR | 96 | 4.8 | 6 | 1.7 | 102 | 4.3 |
| ALL | 2009 | 100.0 | 352 | 100.0 | 2362 | 100.0 |

DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1245 | 62.0 | 133 | 37.8 | 1378 | 58.4 |
| PARTNER | 115 | 5.7 | 29 | 8.3 | 144 | 6.1 |
| SHAREHOLDER - INCORPORATED | 494 | 24.6 | 176 | 49.8 | 670 | 28.4 |
| NONSHAREHOLDER - INCORPORATED | 69 | 3.4 | 9 | 2.4 | 77 | 3.3 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 34 | 1.7 | 1 | 0.2 | 34 | 1.5 |
| INDEPENDENT CONTRACTOR | 52 | 2.6 | 5 | 1.6 | 57 | 2.4 |
| ALL | 2009 | 100.0 | 352 | 100.0 | 2362 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT STATUS OF DENTISTS ALL DENTISTS

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 89 | 35.7 | 9 | 16.3 | 98 | 32.2 |
| PARTNER | 26 | 10.4 | 10 | 17.4 | 36 | 11.7 |
| SHAREHOLDER - INCORPORATED | 45 | 18.1 | 29 | 51.1 | 74 | 24.1 |
| NONSHAREHOLDER - INCORPORATED | 55 | 22.2 | 7 | 13.0 | 63 | 20.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 30 | 12.2 | 1 | 1.1 | 31 | 10.2 |
| INDEPENDENT CONTRACTOR | 3 | 1.4 | 1 | 1.1 | 4 | 1.3 |
| ALL | 249 | 100.0 | 56 | 100.0 | 305 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## INDEPENDENT DENTISTS

Of all independent dentists, 88.2% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership; 75.4% of all independent dentists, 77.3% of all independent general practitioners, 65.1% of all independent specialists were sole proprietors.

Currently among all independent dentists, sole proprietorship is still the predominant form of dental practice ownership (62.9%). Independent general practitioners tend to be sole proprietors (67.1%), while the majority of independent specialists are shareholders in an incorporated practice (52.0%). Approximately 39.4% of all independent specialists are currently sole proprietors.

This pattern holds true among independent dentists who began in their current primary practices as nonowners. Independent specialists tend to become shareholders in an incorporated practice (60.3%). Independent general practitioners tend to choose sole proprietorships (55.6%).

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1434 | 77.3 | 220 | 65.1 | 1653 | 75.4 |
| PARTNER | 111 | 6.0 | 30 | 8.8 | 140 | 6.4 |
| SHAREHOLDER - INCORPORATED | 102 | 5.5 | 39 | 11.5 | 140 | 6.4 |
| NONSHAREHOLDER - INCORPORATED | 60 | 3.2 | 29 | 8.5 | 88 | 4.0 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 100 | 5.4 | 19 | 5.6 | 119 | 5.4 |
| INDEPENDENT CONTRACTOR | 49 | 2.6 | 2 | 0.5 | 50 | 2.3 |
| ALL | 1855 | 100.0 | 338 | 100.0 | 2192 | 100.0 |

DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1245 | 67.1 | 133 | 39.4 | 1378 | 62.9 |
| PARTNER | 115 | 6.2 | 29 | 8.6 | 144 | 6.6 |
| SHAREHOLDER - INCORPORATED | 494 | 26.7 | 176 | 52.0 | 670 | 30.6 |
| ALL | 1855 | 100.0 | 338 | 100.0 | 2192 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 89 | 55.6 | 9 | 19.2 | 98 | 47.3 |
| PARTNER | 26 | 16.2 | 10 | 20.5 | 36 | 17.2 |
| SHAREHOLDER - INCORPORATED | 45 | 28.2 | 29 | 60.3 | 74 | 35.5 |
| ALL | 160 | 100.0 | 47 | 100.0 | 208 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SOLO DENTISTS

Of all solo dentists, 92.1% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Sole proprietorship was the most common form of dental practice ownership, 84.2% for all solo dentists, 85.2% for all solo general practitioners, 77.8% for all solo specialists.

Currently among all solo dentists, sole proprietorship is still the predominant form of dental practice ownership (73.8%). Both solo general practitioners and solo specialists tend to be sole proprietors, 77.6% and 51.3%, respectively. However, a large proportion of the solo specialists are shareholders in an incorporated practice (48.7%).

Among all solo dentists who began in their current primary practices as nonowners, there is a tendency for solo specialists to become shareholders in an incorporated practice (55.6%). Independent general practitioners tend to favor sole proprietorships (82.7%).

EMPLOYMENT STATUS OF DENTISTS

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1218 | 85.2 | 183 | 77.8 | 1401 | 84.2 |
| PARTNER | 37 | 2.6 | 10 | 4.4 | 48 | 2.9 |
| SHAREHOLDER - INCORPORATED | 58 | 4.0 | 25 | 10.6 | 82 | 5.0 |
| NONSHAREHOLDER - INCORPORATED | 28 | 2.0 | 8 | 3.4 | 36 | 2.2 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 63 | 4.4 | 9 | 3.6 | 72 | 4.3 |
| INDEPENDENT CONTRACTOR | 25 | 1.7 | 1 | 0.3 | 25 | 1.5 |
| ALL | 1429 | 100.0 | 236 | 100.0 | 1665 | 100.0 |

DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 1108 | 77.6 | 121 | 51.3 | 1229 | 73.8 |
| SHAREHOLDER - INCORPORATED | 321 | 22.4 | 115 | 48.7 | 435 | 26.2 |
| ALL | 1429 | 100.0 | 236 | 100.0 | 1665 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 76 | 82.7 | 7 | 44.4 | 83 | 76.9 |
| SHAREHOLDER - INCORPORATED | 16 | 17.3 | 9 | 55.6 | 25 | 23.1 |
| ALL | 91 | 100.0 | 16 | 100.0 | 108 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## NONOWNER DENTISTS

Of all current nonowner dentists, approximately 14.2% started in their current primary practices as owners, acting as sole proprietor, partner, or shareholder in an incorporated practice. Most (83.8%) nonowner dentists began in their current primary practice employed by an incorporated (56.0%) or unincorporated (27.8%) dental practice on a salary, commission, percentage or associate basis.

Currently among all nonowner dentists, employment by an incorporated practice is still the predominant form of dental practice employment (69.2%).

DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 12 | 12.1 | 1 | 13.3 | 14 | 12.2 |
| PARTNER | 1 | 1.1 | 0 | 0 | 1 | 1.0 |
| SHAREHOLDER - INCORPORATED | 1 | 1.1 | 0 | 0 | 1 | 1.0 |
| NONSHAREHOLDER - INCORPORATED | 55 | 53.8 | 7 | 80.0 | 63 | 56.0 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 30 | 29.7 | 1 | 6.7 | 31 | 27.8 |
| INDEPENDENT CONTRACTOR | 2 | 2.2 | 0 | 0 | 2 | 2.0 |
| ALL | 103 | 100.0 | 9 | 100.0 | 112 | 100.0 |

DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| NONSHAREHOLDER - INCORPORATED | 69 | 67.0 | 9 | 93.3 | 77 | 69.2 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 34 | 33.0 | 1 | 6.7 | 34 | 30.8 |
| ALL | 103 | 100.0 | 9 | 100.0 | 112 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| NONSHAREHOLDER - INCORPORATED | 55 | 64.5 | 7 | 92.3 | 63 | 66.8 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 30 | 35.5 | 1 | 7.7 | 31 | 33.2 |
| ALL | 86 | 100.0 | 8 | 100.0 | 94 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## DENTISTS GRADUATING SINCE 1980

Most dentists graduating since 1980 began in their current primary practices as owners (51.2%). Sole proprietorship was the most common form of dental practice ownership for both general practitioners (38.6%) and specialists (40.0%).

Currently, among all dentists graduating after 1980, the percentage of dentists practicing as sole proprietors, (49.1%) is higher than the percentage of dentists who started in their current practices as sole proprietors (38.6%). In comparison, among all dentists, the percentage of sole proprietors is currently 12.3 percentage points lower than the percentage of dentists who started as sole proprietors. Among all dentists graduating since 1980, sole proprietorship shows the most rapid growth at 10.5 percentage points. The second most rapidly growing type of ownership is that of shareholders in an incorporated practice, rising 5.1 points from 5.2% of initial ownership to 10.3% of current ownership.

### DENTISTS WHO STARTED IN THEIR CURRENT PRACTICE AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 116 | 38.6 | 5 | 40.0 | 121 | 38.6 |
| PARTNER | 20 | 6.7 | 3 | 25.0 | 23 | 7.4 |
| SHAREHOLDER - INCORPORATED | 16 | 5.2 | 1 | 5.0 | 16 | 5.2 |
| NONSHAREHOLDER - INCORPORATED | 61 | 20.2 | 1 | 10.0 | 62 | 19.8 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 38 | 12.7 | 1 | 5.0 | 39 | 12.4 |
| INDEPENDENT CONTRACTOR | 50 | 16.5 | 2 | 15.0 | 51 | 16.4 |
| ALL | 301 | 100.0 | 12 | 100.0 | 314 | 100.0 |

### DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 149 | 49.4 | 5 | 40.0 | 154 | 49.1 |
| PARTNER | 24 | 7.9 | 3 | 25.0 | 27 | 8.5 |
| SHAREHOLDER - INCORPORATED | 30 | 10.1 | 2 | 15.0 | 32 | 10.3 |
| NONSHAREHOLDER - INCORPORATED | 46 | 15.4 | 1 | 10.0 | 47 | 15.1 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 18 | 6.0 | 0 | 0 | 18 | 5.8 |
| INDEPENDENT CONTRACTOR | 34 | 11.2 | 1 | 10.0 | 35 | 11.2 |
| ALL | 301 | 100.0 | 12 | 100.0 | 314 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS BEGINNING AS PRACTICE NONOWNERS AND CURRENTLY ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF DENTIST | | | | | | |
| SOLE PROPRIETOR | 26 | 26.1 | 0 | 0 | 26 | 25.7 |
| PARTNER | 7 | 6.8 | 1 | 33.3 | 7 | 7.3 |
| SHAREHOLDER - INCORPORATED | 6 | 5.7 | 0 | 0 | 6 | 5.6 |
| NONSHAREHOLDER - INCORPORATED | 42 | 42.0 | 1 | 66.7 | 43 | 42.5 |
| EMPLOYED, ASSOCIATE - UNINCORPORATED | 18 | 18.2 | 0 | 0 | 18 | 17.9 |
| INDEPENDENT CONTRACTOR | 1 | 1.1 | 0 | 0 | 1 | 1.1 |
| ALL | 99 | 100.0 | 2 | 100.0 | 101 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population, it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty, we may not have enough dentists responding to make reliable statements about that individual specialty.

### Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

**Weighting the Sample**

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

General Practitioner .85/.753 = 1.128818
Specialists .15/.247 = 0.607287

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**Patient No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

211 East Chicago Avenue
Chicago, Illinois 60611
312 440-2500

# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

| The average number of: | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ....... | ______ | ______ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) ....... | ______ | ______ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) .... | ______ | ______ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ....... | ______ | ______ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ....... | ______ | ______ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice ....... | ______ | ______ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice ....... | ______ | ______ |
| | **hours per week** | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice ....... | $ ______ .00 |
| b. Your secondary practice (if applicable) | $ ______ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) .. | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero .. | ______ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) ....... | ______ | ______ |
| b. Chairside assistant(s) ....... | ______ | ______ |
| c. Secretary/receptionist(s)* ....... | ______ | ______ |
| d. Dental laboratory technician(s) .... | ______ | ______ |
| e. Bookkeeper, business personnel ... | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST(S):** | **Not applicable (Please check boxes)** | **1986 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1986** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| Position #1 ....... | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 ....... | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 ....... | ☐ | $ ______ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Dental Hygienist(s)**

a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment . . . ______ **appointments per week**

b **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) . . . . ______ **visits per week**

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) . . . . . . . . . . . . . . . . . . ______ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . ______ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . ______ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) . . . . . ______ **visits per week**

15. Approximately what percentage of the patients who visited the primary practice in 1986:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger . . . . . . . . . . . ______%
15 to 64 years of age . . . . . . . . . . . . . . . . . ______%
65 years of age or older . . . . . . . . . . . . . . . ______%
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 . . . . . . . . . . . . . . . . . . . . . . . ______%
$10,000 to 29,999 . . . . . . . . . . . . . . . . . . . . . ______%
$30,000 or more . . . . . . . . . . . . . . . . . . . . . ______%
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . . ______%
covered by a public assistance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . . ______%
not covered by an insurance program . . ______%
**TOTAL 100 %**

d. were members of a racial minority . . . . . ______%

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** . . . . . ______ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

**Entire Practice Waiting Time**

| | patient of record | new patient |
|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) . . . . . . . . . . . . . . . . . . . . . . . . . | ______ | ______ |
| | **days** | |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT** . . . . . . . . . . . . . . . . . | ______ | ______ |
| | **minutes** | |

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? . . . . . . . . $ ______.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment . . . . . . . . . . . . . . . . ______%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) . . . . . . . . . . . . . . . . . . . . . . . ______%
c. as direct payment from private insurance carriers . . . . . . . . . . . . . . . . . . . . . . . . . ______%
d. from other sources of payment (Please specify) ______________ ______%
**TOTAL 100 %**

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 1
No . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent . . . . . . . . . . . . . . . . . . . . . . . $ ______.00
b. Yearly mortgage (including interest) $ ______.00
c. Total salaries, wages and commissions of non-dentists employees . . $ ______.00
d. Commercial dental laboratory charges . . . . . . . . . . . . . . . . . . . . . . . . $ ______.00
e. Dental supplies . . . . . . . . . . . . . . . . . . $ ______.00
f. Advertising expenses . . . . . . . . . . . . $ ______.00
g. Bad debts . . . . . . . . . . . . . . . . . . . . . . . $ ______.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? . . . . . . . . . . . . $ ______.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.3

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## Patient Visits to the Dentist

February, 1988

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# PATIENT VISITS TO THE DENTIST FOR THE YEAR 1986

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## HIGHLIGHTS

* For independent dentists, the mean weekly total patient visits excluding those with hygienists appointments only (scheduled visits, walk-ins, plus emergency visits) was 63.8. Independent general practitioners treated 58.5, and independent specialists treated an average of 94.5 per week.

* For independent dentists, the mean weekly total patient visits (including hygienist visits, scheduled visits, walk-ins, plus emergency visits) was 79.4. Independent general practitioners treated 75.4, and independent specialists treated an average of 103.2 per week.

* For all dentists, 6.5% of scheduled weekly appointments (including those primarily for hygiene treatment) were no-shows.

* For all dentists, the average number of emergency visits per week was 4.5, with general practitioners seeing 4.4, and specialists 5.4 per week.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on patient visits to private practitioners in the U.S. for the year 1986. Areas examined are scheduled appointments, total number of visits, no-shows, walk-ins, and emergency visits. Visits including hygienist appointments are summarized separately from those not including hygienist appointments. Dentists were asked to respond to the survey regarding patient care that they personally provided in 1986.

Data for weekly and yearly visits are provided. Please note that yearly data is obtained by multiplying weekly figures by the number of weeks worked per year.

Tables are presented separately for all dentists (all private practitioners), independent (owner) dentists, solo dentists, and independent dentists graduating since 1980. The tables contain detailed data broken down by general practitioner and specialist status for each of the four categories.

## ALL DENTISTS

The average number of total patient visits per week for all dentists, including hygienist visits, was 78.9. This figure includes scheduled visits plus walk-ins and emergency visits. Excluding hygienist visits, the mean number of total patient visits per week was 63.2.

For all dentists, there were about 2.5 patient walk-in visits and 4.5 emergency visits per week. Including hygienist visits, the mean number of patient no-shows was 5.0 per week; excluding hygienist visits, 3.8 per week. Excluding hygienist visits, the average number of total patient visits per week for a general practitioner was 58.0. For a specialist, the number was 95.0.

Annually, excluding hygienist visits, the total number of patient visits for all dentists was 2992.2. The mean for general practitioners was 2759.8 and 4399.1 for specialists. Including hygienist visits, the annual figures are 3741.8 total patient visits for all dentists; general practitioners reported 3559.2 and specialists reported 4841.9.

For all dentists, no-shows accounted for a loss of 6.6% of yearly scheduled appointments.

The average number of emergency visits per year for all dentists is 214.6. General practitioners treated 208.9, while specialists saw 248.7 emergencies annually.

## MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 72.4 | 1671 | 103.4 | 524 | 76.9 | 2195 |
| WALK-IN VISITS | 2.5 | 1732 | 2.3 | 541 | 2.5 | 2273 |
| EMERGENCY VISITS | 4.4 | 1733 | 5.4 | 541 | 4.5 | 2274 |
| SCHEDULED VISITS TREATED | 67.7 | 1643 | 96.7 | 513 | 71.9 | 2156 |
| TOTAL VISITS PER WEEK | 74.7 | 1624 | 104.3 | 501 | 78.9 | 2125 |
| NO-SHOWS | 4.7 | 1643 | 7.0 | 513 | 5.0 | 2156 |

## MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 54.1 | 1742 | 93.2 | 550 | 59.8 | 2292 |
| WALK-IN VISITS | 2.5 | 1732 | 2.3 | 541 | 2.5 | 2273 |
| EMERGENCY VISITS | 4.4 | 1733 | 5.4 | 541 | 4.5 | 2274 |
| SCHEDULED VISITS TREATED | 50.9 | 1721 | 87.5 | 538 | 56.2 | 2259 |
| TOTAL VISITS PER WEEK | 58.0 | 1701 | 95.0 | 524 | 63.2 | 2225 |
| NO-SHOWS | 3.4 | 1721 | 6.2 | 538 | 3.8 | 2259 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3444.7 | 1671 | 4769.7 | 521 | 3635.0 | 2192 |
| WALK-IN VISITS | 119.3 | 1732 | 105.8 | 541 | 117.3 | 2273 |
| EMERGENCY VISITS | 208.9 | 1733 | 248.7 | 541 | 214.6 | 2274 |
| SCHEDULED VISITS TREATED | 3225.8 | 1643 | 4492.1 | 513 | 3407.9 | 2156 |
| TOTAL VISITS PER YEAR | 3559.2 | 1624 | 4841.9 | 501 | 3741.8 | 2125 |
| NO-SHOWS | 223.8 | 1643 | 328.6 | 513 | 238.8 | 2156 |

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2577.8 | 1742 | 4319.3 | 550 | 2830.7 | 2292 |
| WALK-IN VISITS | 119.3 | 1732 | 105.8 | 541 | 117.3 | 2273 |
| EMERGENCY VISITS | 208.9 | 1733 | 248.7 | 541 | 214.6 | 2274 |
| SCHEDULED VISITS TREATED | 2425.6 | 1721 | 4056.6 | 538 | 2660.4 | 2259 |
| TOTAL VISITS PER YEAR | 2759.8 | 1701 | 4399.1 | 524 | 2992.9 | 2225 |
| NO-SHOWS | 161.6 | 1721 | 287.7 | 538 | 179.7 | 2259 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## INDEPENDENTS, SOLOS, AND INDEPENDENT DENTISTS GRADUATING SINCE 1980: Overview

In general, the figures for independent and solo dentists do not differ greatly from the averages for all dentists presented earlier. As indicated in the following table, only the independent dentists graduating since 1980 show a marked difference from the "all dentists" mean in the number of patients treated per week.

Mean Number of Total Patient Visits Per Week (Scheduled Visits Plus Walk-Ins and Emergency Visits) NOT Including Hygienist Visits, 1986

| | Patient Visits | | |
|---|---|---|---|
| | All | General Practitioners | Specialists |
| All Dentists | 63.2 | 58.0 | 95.0 |
| Independent Dentists | 63.8 | 58.5 | 94.5 |
| Solo Dentists | 61.6 | 57.1 | 89.8 |
| Independent Dentists Graduating Since 1980 | 56.8 | 56.4 | * |

Source: American Dental Association, 1987 Survey of Dental Practice.

Independent dentists graduating since 1980 saw, on average, 6.4 fewer patients per week than the "all dentist" category.

The following table presents the number of no-shows as a percentage of scheduled visits for each of the four categories.

---

*The number of cases is too small to ensure statistically significant results.

### Mean "No-Shows" as a Percentage of Scheduled Visits Per Week Including Hygienist Visits, 1986

| | All | General Practitioners | Specialists |
|---|---|---|---|
| All Dentists | 6.5 | 6.5 | 6.8 |
| Independent Dentists | 6.3 | 6.4 | 6.1 |
| Solo Dentists | 5.9 | 5.9 | 5.7 |
| Independent Dentists Graduating Since 1980 | 10.5 | 10.7 | * |

Source: American Dental Association, 1987 _Survey of Dental Practice_.

For all dentists, the overall loss of weekly scheduled appointments due to no-shows was 6.5%. This figure is higher for independent dentists graduating since 1980.

On average, all dentists saw 4.5 patients on an emergency basis per week in 1986. Specialists saw slightly more, 5.4, while general practitioners saw 4.4 emergency patients per week. The following table presents the average number of emergency visits per week for all dentists, independent dentists, solo dentists and independent dentists graduating since 1980.

---

*The number of cases is too small to ensure statistically significant results.

## Mean Emergency Visits Per Week, 1986

| | All | General Practitioners | Specialists |
|---|---|---|---|
| All Dentists | 4.5 | 4.4 | 5.4 |
| Independent Dentists | 4.5 | 4.3 | 5.3 |
| Solo Dentists | 4.1 | 4.1 | 4.1 |
| Independent Dentists Graduating Since 1980 | 4.7 | 4.7 | * |

Source: American Dental Association, 1987 Survey of Dental Practice.

The following tables present information for independent dentists, solo dentists, and independent dentists graduating since 1980 about patient visits, both including and excluding hygienist appointments.

---

*The number of cases is too small to ensure statistically significant results.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 73.2 | 1565 | 101.7 | 509 | 77.4 | 2074 |
| WALK-IN VISITS | 2.4 | 1603 | 2.2 | 520 | 2.4 | 2123 |
| EMERGENCY VISITS | 4.3 | 1602 | 5.3 | 520 | 4.5 | 2122 |
| SCHEDULED VISITS TREATED | 68.5 | 1538 | 95.9 | 498 | 72.6 | 2036 |
| TOTAL VISITS PER WEEK | 75.4 | 1522 | 103.2 | 486 | 79.4 | 2008 |
| NO-SHOWS | 4.7 | 1538 | 6.2 | 498 | 4.9 | 2036 |

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 54.7 | 1610 | 92.3 | 528 | 60.3 | 2138 |
| WALK-IN VISITS | 2.4 | 1603 | 2.2 | 520 | 2.4 | 2123 |
| EMERGENCY VISITS | 4.3 | 1602 | 5.3 | 520 | 4.5 | 2122 |
| SCHEDULED VISITS TREATED | 51.6 | 1590 | 87.3 | 516 | 56.9 | 2106 |
| TOTAL VISITS PER WEEK | 58.5 | 1573 | 94.5 | 503 | 63.8 | 2076 |
| NO-SHOWS | 3.4 | 1590 | 5.4 | 516 | 3.7 | 2106 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

INDEPENDENT DENTISTS
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 87.9 | 912 | 112.8 | 109 | 89.4 | 1021 |
| WALK-IN VISITS | 2.2 | 939 | 0.8 | 124 | 2.1 | 1063 |
| EMERGENCY VISITS | 4.7 | 939 | 3.6 | 124 | 4.6 | 1063 |
| SCHEDULED VISITS TREATED | 81.8 | 896 | 103.9 | 108 | 83.1 | 1004 |
| TOTAL VISITS PER WEEK | 88.5 | 889 | 108.0 | 108 | 89.7 | 997 |
| NO-SHOWS | 6.0 | 896 | 7.2 | 108 | 6.0 | 1004 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3481.3 | 1565 | 4687.0 | 506 | 3659.9 | 2071 |
| WALK-IN VISITS | 116.0 | 1603 | 103.1 | 520 | 114.1 | 2123 |
| EMERGENCY VISITS | 204.5 | 1602 | 245.5 | 520 | 210.6 | 2122 |
| SCHEDULED VISITS TREATED | 3264.3 | 1538 | 4448.3 | 498 | 3440.0 | 2036 |
| TOTAL VISITS PER YEAR | 3589.7 | 1522 | 4789.1 | 486 | 3765.5 | 2008 |
| NO-SHOWS | 223.2 | 1538 | 288.3 | 498 | 232.8 | 2036 |

## MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2606.1 | 1610 | 4268.8 | 528 | 2855.4 | 2138 |
| WALK-IN VISITS | 116.0 | 1603 | 103.1 | 520 | 114.1 | 2123 |
| EMERGENCY VISITS | 204.5 | 1602 | 245.5 | 520 | 210.6 | 2122 |
| SCHEDULED VISITS TREATED | 2456.7 | 1590 | 4043.4 | 516 | 2692.5 | 2106 |
| TOTAL VISITS PER YEAR | 2782.7 | 1573 | 4375.3 | 503 | 3016.5 | 2076 |
| NO-SHOWS | 160.4 | 1590 | 250.4 | 516 | 173.7 | 2106 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 4185.2 | 912 | 5160.6 | 106 | 4242.6 | 1018 |
| WALK-IN VISITS | 103.5 | 939 | 35.2 | 124 | 99.0 | 1063 |
| EMERGENCY VISITS | 221.2 | 939 | 165.0 | 124 | 217.5 | 1063 |
| SCHEDULED VISITS TREATED | 3900.1 | 896 | 4870.3 | 108 | 3959.1 | 1004 |
| TOTAL VISITS PER YEAR | 4221.5 | 889 | 5062.0 | 108 | 4273.1 | 997 |
| NO-SHOWS | 285.6 | 896 | 337.8 | 108 | 288.8 | 1004 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 72.6 | 1213 | 99.6 | 361 | 76.3 | 1574 |
| WALK-IN VISITS | 2.2 | 1234 | 1.7 | 369 | 2.2 | 1603 |
| EMERGENCY VISITS | 4.1 | 1236 | 4.1 | 370 | 4.1 | 1606 |
| SCHEDULED VISITS TREATED | 68.5 | 1192 | 94.0 | 354 | 72.0 | 1546 |
| TOTAL VISITS PER WEEK | 75.0 | 1178 | 99.1 | 345 | 78.3 | 1523 |
| NO-SHOWS | 4.3 | 1192 | 5.7 | 354 | 4.5 | 1546 |

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 53.2 | 1243 | 89.2 | 375 | 58.2 | 1618 |
| WALK-IN VISITS | 2.2 | 1234 | 1.7 | 369 | 2.2 | 1603 |
| EMERGENCY VISITS | 4.1 | 1236 | 4.1 | 370 | 4.1 | 1606 |
| SCHEDULED VISITS TREATED | 50.6 | 1226 | 84.8 | 368 | 55.4 | 1594 |
| TOTAL VISITS PER WEEK | 57.1 | 1211 | 89.8 | 359 | 61.6 | 1570 |
| NO-SHOWS | 2.9 | 1226 | 4.9 | 368 | 3.2 | 1594 |

SOURCE: AMEICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS VISITS TO THE DENTIST

SOLO DENTISTS
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 90.2 | 659 | 115.4 | 78 | 91.7 | 737 |
| WALK-IN VISITS | 2.0 | 672 | 0.8 | 90 | 1.9 | 762 |
| EMERGENCY VISITS | 4.6 | 675 | 3.5 | 90 | 4.5 | 765 |
| SCHEDULED VISITS TREATED | 84.4 | 649 | 106.0 | 77 | 85.7 | 726 |
| TOTAL VISITS PER WEEK | 91.1 | 644 | 109.8 | 77 | 92.2 | 721 |
| NO-SHOWS | 5.7 | 649 | 7.0 | 77 | 5.8 | 726 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3463.9 | 1213 | 4584.8 | 358 | 3617.5 | 1571 |
| WALK-IN VISITS | 106.9 | 1234 | 77.7 | 369 | 102.8 | 1603 |
| EMERGENCY VISITS | 196.4 | 1236 | 189.7 | 370 | 195.4 | 1606 |
| SCHEDULED VISITS TREATED | 3272.3 | 1192 | 4374.9 | 354 | 3424.2 | 1546 |
| TOTAL VISITS PER YEAR | 3585.8 | 1178 | 4608.8 | 345 | 3725.0 | 1523 |
| NO-SHOWS | 207.2 | 1192 | 267.2 | 354 | 215.4 | 1546 |

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2538.6 | 1243 | 4137.1 | 375 | 2761.8 | 1618 |
| WALK-IN VISITS | 106.9 | 1234 | 77.7 | 369 | 102.8 | 1603 |
| EMERGENCY VISITS | 196.4 | 1236 | 189.7 | 370 | 195.4 | 1606 |
| SCHEDULED VISITS TREATED | 2414.2 | 1226 | 3937.7 | 368 | 2626.0 | 1594 |
| TOTAL VISITS PER YEAR | 2723.8 | 1211 | 4162.8 | 359 | 2921.7 | 1570 |
| NO-SHOWS | 137.6 | 1226 | 226.3 | 368 | 150.0 | 1594 |

SOURCE: AMEICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

SOLO DENTISTS
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 4310.3 | 659 | 5247.3 | 75 | 4364.3 | 734 |
| WALK-IN VISITS | 96.5 | 672 | 34.4 | 90 | 92.4 | 762 |
| EMERGENCY VISITS | 218.8 | 675 | 160.7 | 90 | 214.9 | 765 |
| SCHEDULED VISITS TREATED | 4046.2 | 649 | 4983.6 | 77 | 4102.5 | 726 |
| TOTAL VISITS PER YEAR | 4364.3 | 644 | 5164.3 | 77 | 4412.7 | 721 |
| NO-SHOWS | 274.5 | 649 | 328.1 | 77 | 277.7 | 726 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 67.2 | 174 | 77.9 | 16 | 67.7 | 190 |
| WALK-IN VISITS | 2.8 | 178 | 1.1 | 16 | 2.8 | 194 |
| EMERGENCY VISITS | 4.7 | 179 | 3.8 | 16 | 4.7 | 195 |
| SCHEDULED VISITS TREATED | 59.8 | 173 | 75.9 | 14 | 60.5 | 187 |
| TOTAL VISITS PER WEEK | 67.4 | 173 | 81.3 | 14 | 68.0 | 187 |
| NO-SHOWS | 7.2 | 173 | 4.6 | 14 | 7.1 | 187 |

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 54.7 | 179 | 62.4 | 16 | 55.0 | 195 |
| WALK-IN VISITS | 2.8 | 178 | 1.1 | 16 | 2.8 | 194 |
| EMERGENCY VISITS | 4.7 | 179 | 3.8 | 16 | 4.7 | 195 |
| SCHEDULED VISITS TREATED | 48.8 | 179 | 60.4 | 14 | 49.2 | 193 |
| TOTAL VISITS PER WEEK | 56.4 | 178 | 65.9 | 14 | 56.8 | 192 |
| NO-SHOWS | 5.9 | 179 | 2.4 | 14 | 5.8 | 193 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS
PER WEEK, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 84.8 | 84 | 166.0 | 3 | 86.3 | 87 |
| WALK-IN VISITS | 1.9 | 87 | 1.0 | 3 | 1.8 | 90 |
| EMERGENCY VISITS | 4.7 | 87 | 2.7 | 3 | 4.7 | 90 |
| SCHEDULED VISITS TREATED | 73.0 | 83 | 148.8 | 3 | 74.4 | 86 |
| TOTAL VISITS PER WEEK | 79.6 | 83 | 152.4 | 3 | 80.9 | 86 |
| NO-SHOWS | 11.5 | 83 | 17.2 | 3 | 11.6 | 86 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENT VISITS TO THE DENTIST

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

### MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 3280.4 | 174 | 3738.9 | 16 | 3302.0 | 190 |
| WALK-IN VISITS | 139.9 | 178 | 51.9 | 16 | 135.8 | 194 |
| EMERGENCY VISITS | 232.4 | 179 | 187.7 | 16 | 230.4 | 195 |
| SCHEDULED VISITS TREATED | 2927.1 | 173 | 3680.9 | 14 | 2958.6 | 187 |
| TOTAL VISITS PER YEAR | 3301.5 | 173 | 3949.1 | 14 | 3328.5 | 187 |
| NO-SHOWS | 346.7 | 173 | 219.3 | 14 | 341.4 | 187 |

### MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, NOT INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 2669.7 | 179 | 3004.9 | 16 | 2685.1 | 195 |
| WALK-IN VISITS | 139.9 | 178 | 51.9 | 16 | 135.8 | 194 |
| EMERGENCY VISITS | 232.4 | 179 | 187.7 | 16 | 230.4 | 195 |
| SCHEDULED VISITS TREATED | 2382.9 | 179 | 2949.1 | 14 | 2405.8 | 193 |
| TOTAL VISITS PER YEAR | 2759.3 | 178 | 3217.4 | 14 | 2777.9 | 192 |
| NO-SHOWS | 286.7 | 179 | 112.1 | 14 | 279.7 | 193 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
EMPLOYING HYGIENISTS

MEAN NUMBER OF APPOINTMENTS AND PATIENT VISITS PER YEAR, INCLUDING HYGIENIST APPOINTMENTS, 1986

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| APPOINTMENTS SCHEDULED | 4117.9 | 84 | 7878.0 | 3 | 4188.8 | 87 |
| WALK-IN VISITS | 91.0 | 87 | 47.7 | 3 | 90.2 | 90 |
| EMERGENCY VISITS | 228.6 | 87 | 126.3 | 3 | 226.7 | 90 |
| SCHEDULED VISITS TREATED | 3558.5 | 83 | 7061.3 | 3 | 3625.3 | 86 |
| TOTAL VISITS PER YEAR | 3879.3 | 83 | 7235.3 | 3 | 3943.4 | 86 |
| NO-SHOWS | 556.0 | 83 | 816.7 | 3 | 560.9 | 86 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are **NOT** included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**Patient No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

The average number of:

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ....... | ________ | ________ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) ........................ | ________ | ________ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) .... | ________ | ________ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ................. | ________ | ________ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ............... | ________ | ________ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice ................ | ________ | ________ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice .......................... | ________ | ________ |
| | **hours per week** | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice ................ | $ __________.00 |
| b. Your secondary practice (if applicable) | $ __________.00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ __________.00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) .. | ____________ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero .. | ____________ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Employee Positions full-time | Number of Employee Positions part-time |
|---|---|---|
| a. Dental hygienist(s) ................ | ______ | ______ |
| b. Chairside assistant(s) .............. | ______ | ______ |
| c. Secretary/receptionist(s)* ......... | ______ | ______ |
| d. Dental laboratory technician(s) .... | ______ | ______ |
| e. Bookkeeper, business personnel ... | ______ | ______ |
| f. Other, please specify __________ | ______ | ______ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | Not applicable (Please check boxes) | 1986 ANNUAL Salary/Commission (in dollars) | Weeks Worked in 1986 | Hours Worked per Week | Length of Experience PRIOR to Employment in this Practice | | Length of Employment in this Practice | |
|---|---|---|---|---|---|---|---|---|
| Position #1 .................... | ☐ | $ __________ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 .... ............... | ☐ | $ __________ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 .................... | ☐ | $ __________ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Dental Hygienist(s)** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment ... | ________ **appointments per week** |
| b **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) .... | ________ **visits per week** |

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Entire Practice** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) .................. | ________ **appointments per week** |
| b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero .............................. | ________ **visits per week** |
| c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero .................. | ________ **visits per week** |
| d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) ..... | ________ **visits per week** |

15. Approximately what percentage of the patients who visited the primary practice in 1986:

| | **Entire Practice Patient Characteristics** |
|---|---|
| a. were: | |
| 14 years of age or younger ............ | ________% |
| 15 to 64 years of age ............ | ________% |
| 65 years of age or older ............ | ________% |
| | **TOTAL 100 %** |
| b. were members of families whose annual income is estimated to be: | |
| under $10,000 ........................ | ________% |
| $10,000 to 29,999 ........................ | ________% |
| $30,000 or more ........................ | ________% |
| | **TOTAL 100 %** |
| c. were: | |
| covered by a private insurance program that pays or partially pays for their dental care ........................ | ________% |
| covered by a public assistance program that pays or partially pays for their dental care ........................ | ________% |
| not covered by an insurance program .. | ________% |
| | **TOTAL 100 %** |
| d. were members of a racial minority ..... | ________% |

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** ..... ________ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

| | **Entire Practice Waiting Time** patient of record | new patient |
|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) ........................ | ________ | ________ |
| | **days** | |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED** APPOINTMENT ................ | ________ | ________ |
| | **minutes** | |

18. In the **ENTIRE PRIMARY PRACTICE,** what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? ......... $ ________.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

| | **Gross Receipts** |
|---|---|
| a. as direct patient payment ................ | ________% |
| b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ...................... | ________% |
| c. as direct payment from private insurance carriers ...................... | ________% |
| d. from other sources of payment (Please specify) ________ | ________% |
| | **TOTAL 100 %** |

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ............................................... 1
No ............................................... 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

| | **Expenses** |
|---|---|
| a. Yearly rent ...................... | $ ________.00 |
| b. Yearly mortgage (including interest) | $ ________.00 |
| c. Total salaries, wages and commissions of non-dentists employees .. | $ ________.00 |
| d. Commercial dental laboratory charges ........................ | $ ________.00 |
| e. Dental supplies .................... | $ ________.00 |
| f. Advertising expenses ............ | $ ________.00 |
| g. Bad debts ........................ | $ ________.00 |

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? ............ $ ________.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.4

ADA

American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## Dentists in Nonsolo and Solo Practice

February, 1988

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## HIGHLIGHTS

* The average number of hours per week a dentist spent in his or her office was virtually the same for solo and nonsolo dentists; 42.7 hours for nonsolo dentists, 42.4 hours for solo dentists. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients, with nonsolo dentists reporting an average of 33.1 hours compared to 32.7 for solo dentists.

* Nonsolo and solo dentists reported similar percentages of their time in the office treating patients. Nonsolo dentists spent 77.5% of their time in the office treating patients, compared to 77.1% for solo dentists. For general practitioners the percentages were 77.8% for nonsolo dentists, 77.6% for solo dentists. Specialists reported 76.4% and 74.4% for nonsolo and solo dentists respectively.

* The average age of solo dentists was almost 5 years greater than that of nonsolo dentists; 47.5 and 42.8 years, respectively. This difference was consistent within gender also, with solo male dentists' average age 4.1 years greater than nonsolo males, and solo females age 5.2 years greater than their nonsolo counterparts.

* The average number of patient visits per week (excluding hygienist visits) was higher for nonsolo dentists (67.2) than for solo dentists (61.6). The number of patient visits was only slightly higher for nonsolos when hygienist visits were included, with nonsolo dentists having an average of 80.4 patient visits per week compared to 78.3 for solo dentists.

* Nonsolo dentists treated an average of 1.6 patients per hour, while solo dentists treated 1.5. Among general practitioners, the figure was 1.4 for nonsolo dentists and 1.3 for solo dentists. Among specialists, nonsolo dentists treated slightly more patients per hour than did their solo counterparts, 2.5 vs. 2.2.

* As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over three-quarters (79.4%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 43.8% for solo dentists.

  The greatest difference in the number of personnel employed occurred among specialists; 90.2% of nonsolo specialists reported having 4 or more employees in their practice, compared to 52.5% for solo specialists.

* Nearly half (49.4%) of the solo dentists did not employ full- or part-time dental hygienists, compared to 33.6% for all nonsolo dentists. About 16% of solo dentists employ no full- or part-time chairside assistants and only 6.4% of nonsolo dentists reported no chairside assistants employed.

* Nonsolo dentists tend to employ more personnel han solo dentists. The following tables illustrate this for employment of hygienists and chairside assistants.

Percent of Nonsolo and Solo Dentists
Employing One or More Hygienist or
Chairside Assistant, 1986

| | General Practitioners | Specialists | All |
|---|---|---|---|
| | Percent Employing Hygienists | | |
| Nonsolo | 74.0 | 26.3 | 66.4 |
| Solo | 54.9 | 24.1 | 50.6 |
| | Percent Employing Chairside Assistant | | |
| Nonsolo | 92.8 | 97.7 | 93.6 |
| Solo | 83.0 | 88.9 | 83.8 |

Source: American Dental Association, 1987 *Survey of Dental Practice*.

* The mean net income generated from private practice was $77,158 for all nonsolo dentists. Nonsolo general practitioners reported a mean net income of $72,018 and specialists reported $104,433. In comparison, the mean net income generated from private practice was $70,739 for all solo dentists. Solo general practitioners reported a mean net income of $66,788, and solo specialists reported $96,901.

* Both nonsolo and solo dentists had total practice expenses equivalent to about 59.0% of their practice gross incomes. The table below presents a summary of the ratio of total practice expenses to total practice gross income.

Practice Expenses as a Percentage of
Gross Income for Nonsolo and Solo Dentists, 1986

| | General Practitioners | Specialists | All |
|---|---|---|---|
| Nonsolo | 57.1% | 61.9% | 58.4% |
| Solo | 60.0 | 55.4 | 59.2 |

Source: American Dental Association, 1987 Survey of Dental Practice.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1986. Some of the areas covered are the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on all responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, not the practice as a whole.

Some data were not collected from all dentists in a nonsolo practice, which prohibits answers to some questions. For example, the average dentist age per practice is not available since age for each dentist in the practice was not collected; only the age of the respondent dentist is available.

## Nonsolo Dentists

Shareholder in an incorporated practice is the predominant form of ownership among nonsolo dentists. Of all nonsolo dentists surveyed, 33.3% were shareholders in an incorporated practice. Nonsolo general practitioners reported 29.6% and nonsolo specialists, 51.7% in this type of ownership situation. Nonsolo general practitioners exhibited a greater tendency for sole proprietorship than did specialists, with 24.2% citing sole proprietorship as their current employment status, compared to 10.0% for nonsolo specialists.

The majority (46.4%) of patients seen by all nonsolo dentists had annual family incomes of $30,000 or more. Nonsolo general practitioners estimated that an average of 45.6% of their patients had family incomes in this range, with specialists reporting an average of 50.6%.

Approximately 63.4% of the patients seen by all nonsolo dentists were covered by private insurance programs. The percentages were fairly constant across nonsolo general practitioners and specialists.

All nonsolo dentists had an average of 67.2% patient visits per week (excluding hygienist visits). Nonsolo specialists had a significantly greater average number (106.3). Nonsolo general practitioners reported an average of 60.1 patient visits per week.

All nonsolo dentists treated an average of 1.6 patients per hour. Nonsolo specialists reported a slightly higher average, 2.5 patients per hour, and nonsolo general practitioners reported an average of 1.4.

Over three-quarters (79.4%) of all nonsolo dentists employ 4 or more employees. The percentage declines slightly to 77.4% for nonsolo general practitioners and rises to 90.2% for nonsolo specialists.

The average net income derived from private practice was $77,158 for all nonsolo dentists. Nonsolo general practitioners reported an average of $72,018 while nonsolo specialists reported a significantly higher average of $104,433.

All nonsolo dentists earned an average of 2.3% of their total (net income from practice plus income from other dental sources) from other dental sources. The percentages were fairly constant across nonsolo general practitioners and specialists.

Nonsolo Dentists (continued)

Slightly under half (48.7%) of all nonsolo dentists' gross income was derived from private insurance. Nonsolo general practitioners reported an average of 49.5% compared to specialists' 44.6%, from private insurance. Nonsolo dentists reported that about 44% of their gross income was derived from direct patient payment.

Total practice expenses for all nonsolo dentists averaged $265,381. Of this, 32.7% was accounted for by wage payments, 17.3% by laboratory charges, and 14.8% by purchases of dental supplies. Total practice expenses averaged $240,572 for nonsolo general practitioners and $385,582 for specialists.

All nonsolo dentists reported an average annual gross income of $454,315. Gross income for nonsolo specialists was substantially higher, $622,324, and lower for nonsolo general practitioner, $421,132. Gross income per dentist in a nonsolo practice averaged $163,822 among all nonsolo dentists, with $152,260 for nonsolo general practitioners and $222,358 for nonsolo specialists.

Of all nonsolo dentists, 46.7% reported employing one full- or part-time dentist. Almost half (48.2%) of nonsolo general practitioners employed one full- or part-time dentist, with the percentage declining to 32.3% for nonsolo specialists. Over half (51.2%) of nonsolo specialists reported employing no full- or part-time dentists.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 9 | 1.6 | 2 | 1.7 | 11 | 1.6 |
| 1 EMPLOYEE | 20 | 3.6 | 0 | 0 | 20 | 3.1 |
| 2 EMPLOYEES | 42 | 7.5 | 4 | 4.0 | 46 | 6.9 |
| 3 EMPLOYEES | 55 | 9.9 | 4 | 4.0 | 60 | 9.0 |
| 4 OR MORE EMPLOYEES | 432 | 77.4 | 95 | 90.2 | 528 | 79.4 |
| ALL | 559 | 100.0 | 106 | 100.0 | 664 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 41 | 7.2 | 2 | 2.3 | 43 | 6.4 |
| 1 ASSISTANT | 107 | 19.1 | 11 | 10.3 | 118 | 17.7 |
| 2 ASSISTANTS | 158 | 28.1 | 14 | 13.1 | 172 | 25.7 |
| 3 ASSISTANTS | 99 | 17.7 | 13 | 12.6 | 113 | 16.9 |
| 4 OR MORE ASSISTANTS | 157 | 27.9 | 66 | 61.7 | 222 | 33.3 |
| ALL | 562 | 100.0 | 106 | 100.0 | 668 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 147 | 26.0 | 78 | 73.7 | 225 | 33.6 |
| 1 HYGIENIST | 161 | 28.6 | 8 | 7.4 | 169 | 25.2 |
| 2 HYGIENISTS | 150 | 26.6 | 7 | 6.3 | 157 | 23.4 |
| 3 HYGIENISTS | 53 | 9.4 | 6 | 5.7 | 59 | 8.8 |
| 4 OR MORE HYGIENISTS | 53 | 9.4 | 7 | 6.9 | 60 | 9.0 |
| ALL | 564 | 100.0 | 106 | 100.0 | 671 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | N | MEAN | N | MEAN | N |
| NET INCOME FROM PRIVATE PRACTICE | $72,018 | 451 | $104,433 | 158 | $77,158 | 609 |
| NET INCOME FROM ALL DENTAL SOURCES | $73,683 | 451 | $107,239 | 158 | $79,005 | 609 |

MEAN PERCENTAGE OF GROSS INCOME PAID BY

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | N | MEAN | N | MEAN | N |
| DIRECT PATIENT PAYMENT | 43.1 | 373 | 49.4 | 139 | 44.1 | 512 |
| GOVERNMENT PROGRAMS | 5.9 | 373 | 4.5 | 139 | 5.6 | 512 |
| PRIVATE INSURANCE | 49.5 | 373 | 44.6 | 139 | 48.7 | 512 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF EMPLOYMENT | | | | | | |
| SOLE PROPRIETOR | 148 | 24.2 | 12 | 10.0 | 160 | 21.8 |
| PARTNER | 121 | 19.8 | 31 | 25.4 | 152 | 20.7 |
| SHAREHOLDER, INCORPORATED | 181 | 29.6 | 63 | 51.7 | 244 | 33.3 |
| EMPLOYED - INCORPORATED PRACTICE | 72 | 11.8 | 9 | 7.5 | 81 | 11.1 |
| EMPLOYED - UNINCORPORATED PRACTICE | 36 | 5.9 | 1 | 0.5 | 37 | 5.0 |
| INDEPENDENT CONTRACTOR | 53 | 8.7 | 6 | 5.0 | 59 | 8.1 |
| ALL-WEIGHTED | 611 | 100.0 | 122 | 100.0 | 733 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF PATIENTS WHO ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| LESS THAN 15 YEARS | 17.5 | 458 | 36.8 | 162 | 20.6 | 620 |
| 15-65 YEARS | 65.5 | 458 | 53.0 | 162 | 63.5 | 620 |
| 65 AND OLDER | 17.0 | 458 | 10.2 | 162 | 15.9 | 620 |

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| UNDER $10,000 | 9.7 | 416 | 7.5 | 144 | 9.4 | 560 |
| $10,000-29,999 | 44.7 | 416 | 41.9 | 144 | 44.2 | 560 |
| $30,000 PLUS | 45.6 | 416 | 50.6 | 144 | 46.4 | 560 |

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRIVATE INSURANCE | 63.3 | 436 | 64.2 | 159 | 63.4 | 595 |
| GOVERNMENT PROGRAM | 6.5 | 436 | 5.3 | 159 | 6.3 | 595 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TOTAL DENTISTS | | | | | | |
| NO DENTISTS EMPLOYED | 169 | 24.6 | 38 | 51.2 | 207 | 27.2 |
| 1 DENTIST EMPLOYED | 333 | 48.2 | 24 | 32.3 | 357 | 46.7 |
| 2 DENTISTS EMPLOYED | 102 | 14.8 | 6 | 8.0 | 108 | 14.1 |
| 3 DENTISTS EMPLOYED | 41 | 5.9 | 3 | 3.5 | 43 | 5.7 |
| 4 OR MORE DENTISTS EMPLOYED | 45 | 6.5 | 4 | 5.0 | 48 | 6.3 |
| ALL-WEIGHTED | 689 | 100.0 | 74 | 100.0 | 763 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN PRACTICE EXPENSES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| TOTAL PRACTICE EXPENSES | 240572 | 318 | 385582 | 122 | 265381 | 440 |
| TOTAL PRACTICE EXPENSES PER DENTIST | 92513 | 318 | 132405 | 122 | 99338 | 440 |
| WAGES AS A PERCENT OF TOTAL EXPENSES | 32.4 | 295 | 33.9 | 112 | 32.7 | 407 |
| LABORATORY CHARGES AS A PERCENT OF EXPENSES | 18.8 | 303 | 9.2 | 104 | 17.3 | 407 |
| DENTAL SUPPLIES AS A PERCENT OF EXPENSES | 10.7 | 300 | 35.1 | 112 | 14.8 | 412 |

PRACTICE MEAN GROSS INCOMES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRACTICE GROSS INCOME | 421132 | 365 | 622324 | 134 | 454315 | 499 |
| GROSS INCOME PER DENTIST | 152260 | 365 | 222358 | 134 | 163822 | 499 |
| GROSS INCOME PER PRACTICE HOUR | $81.51 | 365 | $112.87 | 134 | $86.69 | 499 |
| GROSS PER HOUR PER DENTIST | $33.82 | 365 | $46.18 | 134 | $35.86 | 499 |
| GROSS PER VISIT | $96.99 | 314 | $95.82 | 103 | $96.81 | 417 |
| GROSS PER VISIT PER DENTIST | $40.49 | 314 | $37.71 | 103 | $40.07 | 417 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF PATIENT VISITS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PATIENT VISITS PER WEEK (-HYG VISITS) | 60.1 | 487 | 106.3 | 163 | 67.2 | 650 |
| PATIENT VISITS PER WEEK (+HYG VISITS) | 73.8 | 443 | 116.0 | 154 | 80.4 | 597 |
| PATIENT VISITS PER YEAR (-HYG VISITS) | 2847.0 | 487 | 4917.1 | 163 | 3162.9 | 650 |
| PATIENT VISITS PER YEAR (+HYG VISITS) | 3484.7 | 443 | 5367.1 | 154 | 3781.3 | 597 |
| PATIENTS TREATED PER HOUR | 1.4 | 487 | 2.5 | 163 | 1.6 | 650 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PRACTICING IN THE OFFICE | 47.3 | 541 | 46.2 | 201 | 47.1 | 742 |
| HOURS PER WEEK IN THE OFFICE | 42.7 | 541 | 42.8 | 201 | 42.7 | 742 |
| HOURS PER WEEK TREATING PATIENTS | 33.2 | 541 | 32.7 | 201 | 33.1 | 742 |

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER |
| GENDER | | | | | | | | | | | | |
| MALE | 43 | 40 | 91.9 | 497 | 45.8 | 44 | 99.5 | 200 | 43.5 | 41 | 93.9 | 697 |
| FEMALE | 34.4 | 32 | 8.1 | 44 | 37 | 37 | 0.5 | 1 | 34.4 | 32 | 6.1 | 45 |
| ALL-WEIGHTED | 42.3 | 39 | 100.0 | 541 | 45.8 | 44 | 100.0 | 201 | 42.8 | 41 | 100.0 | 742 |

MEAN AND MEDIAN GRADUATION YEAR

| | TYPE OF DENTIST | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | SPECIALIST | | | ALL-WEIGHTED | | |
| | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER |
| GRADUATION YEAR | 71 | 74 | 541 | 66 | 68 | 201 | 70 | 72 | 742 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## Solo Dentists

Almost three-quarters (74.3%) of all solo dentists are sole proprietors. Among solo general practitioners and specialists, 78% and 51.5% are sole proprietors, respectively. In contract, 25.7% of all solo dentists are shareholders in an incorporated practice. Among solo general practitioners and specialists, 22% and 48.5% are shareholders in an incorporated practice, respectively.

The majority (48.3%) of patients seen by all solo dentists had annual family incomes between $10,000 and $29,999. Solo general practitioners estimated that an average of 49.2% of their patients had family incomes in the range, and specialists reported an average of 42.3%.

Approximately 60% of the patients seen by all solo dentists were covered by private insurance programs. The percentages were fairly constant across solo general practitioners and specialists.

All solo dentists had an average of 61.6 patient visits per week (excluding hygienist visits). Solo specialists had a substantially higher average number, 89.9. Solo general practitioners reported an average of 57.1 patient visits per week (excluding hygienist visits).

All solo dentists treated an average of 1.5 patients per hour. Solo specialists reported a slightly higher average, 2.2 patients per hour, and solo general practitioners reported an average of 1.3.

Slightly less than half (43.8%) of all solo dentist report having 4 or more employees. The percentage declines slightly to 42.4% for solo general practitioners and rises to 52.5% for solo specialists.

All solo dentists earned an average net income of $70,739 from private practice. Solo general practitioners reported an average of $66,788, while solo specialists reported a significantly higher average of $96,901.

All solo dentists earned an average of 1.2% of their total (net income from practice plus income for other dental sources) from other dental sources. The percentages were fairly constant across solo general practitioners and specialists.

Solo Dentists (continued)

Approximately half (47.9%) of all solo dentists' gross income was paid by direct patient payment. Government programs comprised 4.8%, and private insurance payments comprised 46.6% of gross income received.

Total practice expenses for all solo dentists averaged $117,433. Of this, 31% was accounted for by wage payments, 18.1% by laboratory charges, and 11.7% by purchases of dental supplies. Total practice expenses averaged $112,787 for solo general practitioners and $147,176 for specialists.

All solo dentists reported an average annual gross income of $198,488. Gross income for solo specialists was substantially higher, $265,604, and lower for solo general practitioners, $187,875.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 72 | 5.2 | 7 | 3.2 | 80 | 4.9 |
| 1 EMPLOYEE | 175 | 12.6 | 18 | 7.7 | 193 | 11.9 |
| 2 EMPLOYEES | 253 | 18.2 | 38 | 16.5 | 291 | 18.0 |
| 3 EMPLOYEES | 299 | 21.6 | 46 | 20.0 | 345 | 21.3 |
| 4 OR MORE EMPLOYEES | 588 | 42.4 | 120 | 52.5 | 708 | 43.8 |
| ALL | 1387 | 100.0 | 228 | 100.0 | 1615 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | ALL | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 237 | 17.0 | 26 | 11.1 | 263 | 16.2 |
| 1 ASSISTANT | 707 | 50.7 | 77 | 33.7 | 784 | 48.3 |
| 2 ASSISTANTS | 357 | 25.6 | 78 | 34.0 | 434 | 26.8 |
| 3 ASSISTANTS | 78 | 5.6 | 28 | 12.2 | 106 | 6.5 |
| 4 OR MORE ASSISTANTS | 16 | 1.1 | 21 | 9.0 | 36 | 2.2 |
| ALL | 1394 | 100.0 | 229 | 100.0 | 1623 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 632 | 45.1 | 174 | 75.9 | 806 | 49.4 |
| 1 HYGIENIST | 498 | 35.5 | 32 | 14.1 | 530 | 32.5 |
| 2 HYGIENISTS | 211 | 15.1 | 14 | 6.1 | 225 | 13.8 |
| 3 HYGIENISTS | 51 | 3.6 | 4 | 1.9 | 55 | 3.4 |
| 4 OR MORE HYGIENISTS | 9 | 0.6 | 5 | 2.1 | 14 | 0.9 |
| ALL | 1401 | 100.0 | 229 | 100.0 | 1630 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE SOLO DENTISTS

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| NET INCOME FROM PRIVATE PRACTICE | $66,788 | 1108 | $96,901 | 311 | $70,739 | 1419 |
| NET INCOME FROM ALL DENTAL SOURCES | $67,638 | 1108 | $97,916 | 311 | $71,610 | 1419 |

MEAN PERCENTAGE OF GROSS INCOME PAID BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| DIRECT PATIENT PAYMENT | 46.5 | 1051 | 56.3 | 325 | 47.9 | 1376 |
| GOVERNMENT PROGRAMS | 4.8 | 1051 | 4.4 | 325 | 4.8 | 1376 |
| PRIVATE INSURANCE | 47.9 | 1051 | 38.6 | 325 | 46.6 | 1376 |

PERCENT OF DENTISTS CURRENTLY PRACTICING AS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| TYPE OF EMPLOYMENT | | | | | | |
| SOLE PROPRIETOR | 1173 | 78.0 | 126 | 51.5 | 1299 | 74.3 |
| SHAREHOLDER, INCORPORATED | 331 | 22.0 | 119 | 48.5 | 450 | 25.7 |
| ALL-WEIGHTED | 1504 | 100.0 | 245 | 100.0 | 1749 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN PERCENTAGE OF PATIENTS WHO ARE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| LESS THAN 15 YEARS | 17.8 | 1178 | 41.7 | 356 | 21.1 | 1534 |
| 15-65 YEARS | 65.2 | 1178 | 50.4 | 356 | 63.1 | 1534 |
| 65 AND OLDER | 17.0 | 1178 | 8.0 | 356 | 15.7 | 1534 |

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| UNDER $10,000 | 10.1 | 1075 | 7.0 | 312 | 9.7 | 1387 |
| $10,000-29,999 | 49.2 | 1075 | 42.3 | 312 | 48.3 | 1387 |
| $30,000 PLUS | 40.7 | 1075 | 50.7 | 312 | 42.0 | 1387 |

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRIVATE INSURANCE | 60.3 | 1139 | 59.5 | 340 | 60.2 | 1479 |
| GOVERNMENT PROGRAM | 4.9 | 1139 | 4.9 | 340 | 4.9 | 1479 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN PRACTICE EXPENSES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| TOTAL PRACTICE EXPENSES | 112787 | 1023 | 147176 | 297 | 117433 | 1320 |
| TOTAL PRACTICE EXPENSES PER DENTIST | 112787 | 1023 | 147176 | 297 | 117433 | 1320 |
| WAGES AS A PERCENT OF TOTAL EXPENSES | 30.5 | 985 | 34.2 | 284 | 31.0 | 1269 |
| LABORATORY CHARGES AS A PERCENT OF EXPENSES | 20.2 | 985 | 3.9 | 275 | 18.1 | 1260 |
| DENTAL SUPPLIES AS A PERCENT OF EXPENSES | 11.3 | 981 | 14.3 | 282 | 11.7 | 1263 |

PRACTICE MEAN GROSS INCOMES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PRACTICE GROSS INCOME | 187875 | 1007 | 265604 | 296 | 198488 | 1303 |
| GROSS INCOME PER DENTIST | 187875 | 1007 | 265604 | 296 | 198488 | 1303 |
| GROSS INCOME PER PRACTICE HOUR | $93.33 | 1007 | $148.15 | 296 | $100.81 | 1303 |
| GROSS PER HOUR PER DENTIST | $93.33 | 1007 | $148.15 | 296 | $100.81 | 1303 |
| GROSS PER VISIT | $77.27 | 982 | $93.37 | 286 | $79.46 | 1268 |
| GROSS PER VISIT PER DENTIST | $77.27 | 982 | $93.37 | 286 | $79.46 | 1268 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN NUMBER OF PATIENT VISITS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| PATIENT VISITS PER WEEK (-HYG VISITS) | 57.1 | 1211 | 89.8 | 359 | 61.6 | 1570 |
| PATIENT VISITS PER WEEK (+HYG VISITS) | 75.0 | 1178 | 99.1 | 345 | 78.3 | 1523 |
| PATIENT VISITS PER YEAR (-HYG VISITS) | 2723.8 | 1211 | 4162.8 | 359 | 2921.7 | 1570 |
| PATIENT VISITS PER YEAR (+HYG VISITS) | 3585.8 | 1178 | 4608.8 | 345 | 3725.0 | 1523 |
| PATIENTS TREATED PER HOUR | 1.3 | 1211 | 2.2 | 359 | 1.5 | 1570 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL-WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| WEEKS PRACTICING IN THE OFFICE | 47.6 | 1332 | 46.4 | 404 | 47.4 | 1736 |
| HOURS PER WEEK IN THE OFFICE | 42.5 | 1332 | 41.4 | 404 | 42.4 | 1736 |
| HOURS PER WEEK TREATING PATIENTS | 33.0 | 1332 | 30.8 | 404 | 32.7 | 1736 |

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

| | TYPE OF DENTIST | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | | SPECIALIST | | | | ALL-WEIGHTED | | | |
| | AGE | | | | AGE | | | | AGE | | | |
| | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER | MEAN | MEDIAN | GENDER PERCENT | NUMBER |
| GENDER | | | | | | | | | | | | |
| MALE | 47.4 | 45 | 98.3 | 1310 | 48.6 | 47 | 99.3 | 401 | 47.6 | 46 | 98.6 | 1711 |
| FEMALE | 39 | 35 | 1.7 | 22 | 48.7 | 48 | 0.7 | 3 | 39.6 | 36 | 1.4 | 25 |
| ALL-WEIGHTED | 47.3 | 45 | 100.0 | 1332 | 48.6 | 47 | 100.0 | 404 | 47.5 | 46 | 100.0 | 1736 |

MEAN AND MEDIAN GRADUATION YEAR

| | TYPE OF DENTIST | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | | SPECIALIST | | | ALL-WEIGHTED | | |
| | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER | MEAN | MEDIAN | NUMBER |
| GRADUATION YEAR | 66 | 68 | 1331 | 64 | 65 | 404 | 65 | 67 | 1735 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

### Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**Patient No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA

American
Dental
Association

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# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

| The average number of: | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ....... | ______ | ______ |
| | appointments per week | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) ........ | ______ | ______ |
| | visits per week | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) .... | ______ | ______ |
| | visits per week | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ........ | ______ | ______ |
| | visits per week | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ........ | ______ | ______ |
| | weeks | |
| b. Total number of **HOURS PER WEEK** spent in the practice ........ | ______ | ______ |
| | hours per week | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice ........ | ______ | ______ |
| | hours per week | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice ........ | $ ______.00 |
| b. Your secondary practice (if applicable) | $ ______.00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______.00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

## ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) .. | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero .. | ______ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Employee Positions | |
|---|---|---|
| | full-time | part-time |
| a. Dental hygienist(s) ........ | ______ | ______ |
| b. Chairside assistant(s) ........ | ______ | ______ |
| c. Secretary/receptionist(s)* ........ | ______ | ______ |
| d. Dental laboratory technician(s) .... | ______ | ______ |
| e. Bookkeeper, business personnel ... | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

*NOTE: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | Not applicable (Please check boxes) | 1986 ANNUAL Salary/ Commission (in dollars) | Weeks Worked in 1986 | Hours Worked per Week | Length of Experience PRIOR to Employment in this Practice | | Length of Employment in this Practice | |
|---|---|---|---|---|---|---|---|---|
| Position #1 ........ | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 ........ | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 ........ | ☐ | $ ______ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Dental Hygienist(s)** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment . . . | ________ **appointments per week** |
| b **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) . . . . | ________ **visits per week** |

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Entire Practice** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) . . . . . . . . . . . . . . . . . | ________ **appointments per week** |
| b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | ________ **visits per week** |
| c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . . . | ________ **visits per week** |
| d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) . . . . . | ________ **visits per week** |

15. Approximately what percentage of the patients who visited the primary practice in 1986:

| | **Entire Practice Patient Characteristics** |
|---|---|
| a. were: | |
| 14 years of age or younger . . . . . . . . . . . . | ________% |
| 15 to 64 years of age . . . . . . . . . . . . . . . | ________% |
| 65 years of age or older . . . . . . . . . . . . . | ________% |
| | **TOTAL 100 %** |
| b. were members of families whose annual income is estimated to be: | |
| under $10,000 . . . . . . . . . . . . . . . . . . . . . . . | ________% |
| $10,000 to 29,999 . . . . . . . . . . . . . . . . . . . . . | ________% |
| $30,000 or more . . . . . . . . . . . . . . . . . . . . . . | ________% |
| | **TOTAL 100 %** |
| c. were: | |
| covered by a private insurance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . | ________% |
| covered by a public assistance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . | ________% |
| not covered by an insurance program . . | ________% |
| | **TOTAL 100 %** |
| d. were members of a racial minority . . . . . | ________% |

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** . . . . . ________ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

| | **Entire Practice Waiting Time**<br>patient of record | <br>new patient | |
|---|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) . . . . . . . . . . . . . . . . . . . . . . . . | ________ | ________ | **days** |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT** . . . . . . . . . . . . . . . . | ________ | ________ | **minutes** |

18. In the **ENTIRE PRIMARY PRACTICE,** what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? . . . . . . . . . $ ________.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

| | **Gross Receipts** |
|---|---|
| a. as direct patient payment . . . . . . . . . . . . . . . . . . | ________% |
| b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) . . . . . . . . . . . . . . . . . . . . . . . . | ________% |
| c. as direct payment from private insurance carriers . . . . . . . . . . . . . . . . . . . . . . . . | ________% |
| d. from other sources of payment (Please specify) ________________ | ________% |
| | **TOTAL 100 %** |

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 1
No . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

| | **Expenses** |
|---|---|
| a. Yearly rent . . . . . . . . . . . . . . . . . . . . . . . | $ ________.00 |
| b. Yearly mortgage (including interest) | $ ________.00 |
| c. Total salaries, wages and commissions of non-dentists employees . . | $ ________.00 |
| d. Commercial dental laboratory charges . . . . . . . . . . . . . . . . . . . . . | $ ________.00 |
| e. Dental supplies . . . . . . . . . . . . . . . . . . . | $ ________.00 |
| f. Advertising expenses . . . . . . . . . . . . . | $ ________.00 |
| g. Bad debts . . . . . . . . . . . . . . . . . . . . . . . | $ ________.00 |

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? . . . . . . . . . . . $ ________.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

ADA
American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## Employment of Dental Practice Personnel

February, 1988

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## HIGHLIGHTS

NOTE: COMPUTATION OF MEAN VALUES BASED ON LESS THAN 25 RESPONSES MAY NOT BE STATISTICALLY RELIABLE. USE CAUTION WHEN INTERPRETING TABLES WITH LOW "NUMBERS" OF RESPONSES.

* Most (96.0%) of all independent dentists employed at least some dental practice personnel on a full- or part-time basis; 53.7% employ at least one dental hygienist (full- or part-time); 86.1% employ at least one chairside assistant (full- or part-time); and 9.1% employ at least one dental laboratory technician (full- or part-time).

* Among independent dentists who employed dental practice personnel, the average number of dental hygienists (full- or part-time) per dentist ranged from 1.00 for independent solo dentists graduating since 1980 to 1.76 for solo specialists. The average number of chairside assistants (full- or part-time) per dentist ranged from 1.40 for independent dentists graduating since 1980 to 2.12 for independent solo specialists.

* Among independent dentists, 28.5% employed full-time dental hygienists and 34.3% employed at least one hygienist on a part-time basis. Over three-fourths of independent dentists (77.4%) employed at least one full-time chairside assistant and 25.9% employed at least one on a part-time basis. Only 6.0% employed at least one full-time dental laboratory technician and 3.4% employed at least one on a part-time basis.

* There are some apparent differences in the employment of dental practice personnel between independent general practitioners and independent specialists. Among the general practitioners, 30.8% employed at least one full-time dental hygienist, specialists, 15.4%; 76.3% of the general practitioners employed at least one full-time chairside assistant, specialists, 83.3%; 5.0% of the general practitioners employed at least one full-time dental laboratory technician, specialists, 11.5%.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice regarding personnel employed by independent dentists. Information is provided for independent dentists, solo dentists, and independent dentists graduating since 1980.

Data is presented separately for dental hygienists, chairside assistants, dental laboratory technicians, and all staff combined. The "all staff" category consists of the total number of dental hygienists, chairside assistants, dental laboratory technicians, secretaries and receptionists, bookkeepers and other business personnel. Dentists employed by the practice are NOT included.

The following is a summary of the data presented: percent of dentists employing staff (full- and part-time), length of employment of dental hygienists and chairside assistants, weekly and hourly salary figures for dental hygienists, number of patients treated by dental hygienists per week, and mean number of dental hygienists and chairside assistants per dentist. Detailed tables present figures for independent general practitioners and specialists separately, as well as an overall weighted average.

## INDEPENDENT DENTISTS

Most independent dentists (96.0%) employed some full- or part-time staff. Somewhat less than half (43.8%) had one to three employees, and 52.2% employed four or more staff members.

Fewer dentists (88.3%) employed at least one full-time staff member. Over one-quarter (27.0%) of independent dentists employed four or more full-time staff members. Twice as many (61.2%) employed one to three full-time personnel. About one-quarter of independent dentists (25.1%) employed one part-time employee, while 39.0% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.48.

## DENTAL HYGIENISTS

Over half (53.7%) of the independent dentists employed at least one full- or part-time dental hygienist. More independent general practitioners than independent specialists employed dental hygienists. More than three-quarters (76.3%) of the specialists employed no dental hygienists, while only 41.0% of general practitioners reported employing no dental hygienists.

Slightly more independent dentists employed part-time dental hygienists than full-time dental hygienists. Overall, 28.5% of the independent dentists employed at least one full-time dental hygienist. Thirty-one percent of independent general practitioners employed at least one full-time dental hygienist, and 15.4% of independent specialists employed full-time dental hygienists. About one-third (34.3%) of independent dentists employed at least one part-time dental hygienist. This figures also differs substantially between independent general practitioners and specialists: 38.1% of independent general practitioners employed at least one part-time dental hygienist, while only 13.1% of the independent specialists employed part-time dental hygienists.

Among all independent dentists, the number of full- or part-time dental hygienists per dentist was 0.69. The number of full-time dental hygienists per dentist was 0.27, while the average number of part-time dental hygienists per dentist was 0.42.

Among all independent dentists employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.28. This average is slightly lower for full-time dental hygienists, 0.96, while the average number of part-time dental hygienists per dentist was 1.21.

The average number of patients treated per week by dental hygienists was 39.2. This figure was lower for solo dentist practices (33.0), but in practices with three or more dentists the number of patients treated per week by dental hygienists increased to 70.9.

The overall mean length of dental hygienists' employment in their current practice was 5.05 years. Dental hygienists' mean length of experience prior to employment in the current practice was 4.94 years, with no substantial differences between hygienists employed by general practitioners and specialists. Dental hygienists have an average of 9.99 years of experience, including experience gained prior to and in their current practice.

The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was approximately $453.05. Dental hygienists in solo dentist practices earned, on average, 10% less than those employed in a practice with three or more dentists. The overall mean hourly dental hygienist salary (full- or part-time) was $14.34.

## CHAIRSIDE ASSISTANTS

Most independent dentists (86.1%) reported employing one or more full- or part-time chairside assistant. The percentage was lower for independent general practitioners (85.1%) than for independent specialists (91.5%). On the average, independent specialists employed more chairside assistants than general practitioners. The portion of independent specialists employing three or more (full- or part-time) chairside assistants was 36.7%, as compared to 14.8% for independent general practitioners.

Over three-quarters (77.4%) of all independent dentists employ full-time chairside assistants. Among independent specialists, the percent was 83.3%, and for general practitioners, 76.3%. Over one quarter (25.9%) of all independent dentists employ part-time chairside assistants. Among independent specialists, the percent was somewhat higher (30.8%); while independent general practitioners reported a slightly lower percentage (25.0%).

Independent dentists reported an average of 1.31 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.00, while the average number of part-time chairside assistants was 0.31.

An average of 1.52 (full- or part-time) chairside assistants was reported among independent dentists who employed chairside assistants. The average declined to 1.30 for the number of full-time chairside assistants per dentist and to 1.19 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among independent dentists, 90.9% reported employing no full- or part-time dental laboratory technicians. The percentage was slightly higher for independent general practitioners (92.5%), and lower for specialists (82.1%).

Exactly 94.0% of all independently dentists reported employing no full-time dental laboratory technicians, and 96.6% reported employing no part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was 0.08. The mean number of full- or part-time laboratory technicians among dentists employing them was 0.92.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 77 | 4.3 | 9 | 2.6 | 85 | 4.0 |
| 1 EMPLOYEE | 193 | 10.7 | 18 | 5.5 | 211 | 9.9 |
| 2 EMPLOYEES | 289 | 16.1 | 41 | 12.9 | 330 | 15.6 |
| 3 EMPLOYEES | 338 | 18.7 | 50 | 15.5 | 387 | 18.3 |
| 4 EMPLOYEES | 300 | 16.7 | 43 | 13.2 | 343 | 16.2 |
| 5 EMPLOYEES | 194 | 10.8 | 40 | 12.5 | 234 | 11.0 |
| 6 EMPLOYEES | 152 | 8.5 | 27 | 8.3 | 179 | 8.4 |
| 7 OR MORE EMPLOYEES | 257 | 14.3 | 95 | 29.5 | 352 | 16.6 |
| ALL | 1800 | 100.0 | 321 | 100.0 | 2122 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 218 | 12.1 | 32 | 9.8 | 249 | 11.7 |
| 1 EMPLOYEE | 331 | 18.3 | 32 | 10.0 | 363 | 17.0 |
| 2 EMPLOYEES | 506 | 28.0 | 57 | 17.7 | 563 | 26.4 |
| 3 EMPLOYEES | 313 | 17.3 | 66 | 20.3 | 378 | 17.8 |
| 4 EMPLOYEES | 185 | 10.3 | 35 | 10.7 | 220 | 10.3 |
| 5 EMPLOYEES | 87 | 4.8 | 27 | 8.5 | 114 | 5.4 |
| 6 EMPLOYEES | 50 | 2.8 | 24 | 7.3 | 73 | 3.4 |
| 7 OR MORE EMPLOYEES | 117 | 6.5 | 51 | 15.8 | 168 | 7.9 |
| ALL | 1806 | 100.0 | 323 | 100.0 | 2129 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 691 | 38.3 | 137 | 42.7 | 828 | 39.0 |
| 1 EMPLOYEE | 466 | 25.9 | 67 | 20.8 | 533 | 25.1 |
| 2 EMPLOYEES | 300 | 16.7 | 55 | 17.0 | 355 | 16.7 |
| 3 EMPLOYEES | 155 | 8.6 | 24 | 7.4 | 178 | 8.4 |
| 4 EMPLOYEES | 111 | 6.1 | 16 | 4.9 | 126 | 6.0 |
| 5 EMPLOYEES | 40 | 2.2 | 10 | 3.2 | 50 | 2.3 |
| 6 EMPLOYEES | 14 | 0.8 | 4 | 1.1 | 17 | 0.8 |
| 7 OR MORE EMPLOYEES | 27 | 1.5 | 9 | 2.8 | 36 | 1.7 |
| ALL | 1803 | 100.0 | 321 | 100.0 | 2124 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
ALL STAFF

MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.23 | 1595 | 3.96 | 529 | 3.34 | 2124 |
| FULL-TIME PERSONNEL PER DENTIST | 2.12 | 1600 | 2.84 | 532 | 2.23 | 2132 |
| PART-TIME PERSONNEL PER DENTIST | 1.11 | 1597 | 1.11 | 529 | 1.11 | 2126 |

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.37 | 1527 | 4.07 | 515 | 3.48 | 2042 |
| FULL-TIME PERSONNEL PER DENTIST | 2.41 | 1407 | 3.15 | 480 | 2.52 | 1887 |
| PART-TIME PERSONNEL PER DENTIST | 1.79 | 985 | 1.93 | 303 | 1.81 | 1288 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 745 | 41.0 | 247 | 76.3 | 992 | 46.3 |
| 1 HYGIENIST | 619 | 34.0 | 39 | 12.0 | 657 | 30.7 |
| 2 HYGIENISTS | 315 | 17.3 | 19 | 5.8 | 334 | 15.6 |
| 3 OR MORE HYGIENISTS | 140 | 7.7 | 19 | 5.8 | 159 | 7.4 |
| ALL - WEIGHTED | 1819 | 100.0 | 323 | 100.0 | 2142 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 1259 | 69.2 | 273 | 84.6 | 1532 | 71.5 |
| 1 HYGIENIST | 437 | 24.0 | 32 | 9.8 | 468 | 21.9 |
| 2 HYGIENISTS | 91 | 5.0 | 12 | 3.6 | 103 | 4.8 |
| 3 OR MORE HYGIENISTS | 32 | 1.7 | 7 | 2.1 | 38 | 1.8 |
| ALL - WEIGHTED | 1819 | 100.0 | 323 | 100.0 | 2142 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 1125 | 61.9 | 281 | 86.9 | 1407 | 65.7 |
| 1 HYGIENIST | 453 | 24.9 | 26 | 8.1 | 479 | 22.3 |
| 2 HYGIENISTS | 174 | 9.6 | 8 | 2.4 | 182 | 8.5 |
| 3 OR MORE HYGIENISTS | 67 | 3.7 | 9 | 2.6 | 75 | 3.5 |
| ALL - WEIGHTED | 1819 | 100.0 | 324 | 100.0 | 2142 | 100.0 |

MEAN HYGIENISTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 0.75 | 1611 | 0.37 | 532 | 0.69 | 2143 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.29 | 1611 | 0.20 | 532 | 0.27 | 2143 |
| PART-TIME HYGIENISTS PER DENTIST | 0.46 | 1611 | 0.18 | 533 | 0.42 | 2144 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
DENTAL HYGIENISTS

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 1.26 | 951 | 1.58 | 126 | 1.28 | 1077 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.93 | 496 | 1.27 | 82 | 0.96 | 578 |
| PART-TIME HYGIENISTS PER DENTIST | 1.21 | 614 | 1.36 | 70 | 1.21 | 684 |

MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 32.4 | 659 | 43.8 | 77 | 33.0 | 736 |
| 2 DENTISTS | 43.2 | 155 | 77.5 | 16 | 45.0 | 171 |
| 3 OR MORE DENTISTS | 66.8 | 98 | 121.0 | 15 | 70.9 | 113 |
| ALL - WEIGHTED | 37.9 | 912 | 59.5 | 108 | 39.2 | 1020 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 5.06 | 1210 | 4.90 | 169 | 5.05 | 1379 |
| PRIOR EXPERIENCE | 4.94 | 1180 | 4.91 | 166 | 4.94 | 1346 |

MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 293.83 | 777 | 381.10 | 123 | 300.68 | 900 |
| 2 DENTISTS | 358.64 | 201 | 378.48 | 22 | 359.74 | 223 |
| 3 OR MORE DENTISTS | 394.07 | 178 | 412.32 | 21 | 395.16 | 199 |
| ALL - WEIGHTED | 320.53 | 1156 | 384.70 | 166 | 325.14 | 1322 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 428.78 | 223 | 484.07 | 59 | 435.67 | 282 |
| 2 DENTISTS | 462.47 | 89 | 470.62 | 11 | 462.98 | 100 |
| 3 OR MORE DENTISTS | 484.26 | 102 | 496.07 | 13 | 485.02 | 115 |
| ALL - WEIGHTED | 449.70 | 414 | 484.17 | 83 | 453.05 | 497 |

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 14.16 | 769 | 15.37 | 123 | 14.26 | 892 |
| 2 DENTISTS | 15.08 | 200 | 13.82 | 22 | 15.01 | 222 |
| 3 OR MORE DENTISTS | 14.01 | 178 | 13.73 | 21 | 13.99 | 199 |
| ALL - WEIGHTED | 14.30 | 1147 | 14.96 | 166 | 14.34 | 1313 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 270 | 14.9 | 27 | 8.5 | 297 | 13.9 |
| 1 ASSISTANT | 792 | 43.8 | 87 | 27.1 | 880 | 41.3 |
| 2 ASSISTANTS | 480 | 26.5 | 90 | 27.8 | 570 | 26.7 |
| 3 OR MORE ASSISTANTS | 268 | 14.8 | 118 | 36.7 | 386 | 18.1 |
| ALL - WEIGHTED | 1809 | 100.0 | 323 | 100.0 | 2133 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 429 | 23.7 | 54 | 16.7 | 483 | 22.6 |
| 1 ASSISTANT | 895 | 49.4 | 106 | 32.7 | 1001 | 46.9 |
| 2 ASSISTANTS | 347 | 19.1 | 72 | 22.2 | 418 | 19.6 |
| 3 OR MORE ASSISTANTS | 140 | 7.7 | 92 | 28.4 | 232 | 10.9 |
| ALL - WEIGHTED | 1811 | 100.0 | 323 | 100.0 | 2134 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 1357 | 75.0 | 223 | 69.2 | 1580 | 74.1 |
| 1 ASSISTANT | 300 | 16.6 | 55 | 16.9 | 355 | 16.6 |
| 2 ASSISTANTS | 114 | 6.3 | 26 | 7.9 | 140 | 6.5 |
| 3 OR MORE ASSISTANTS | 38 | 2.1 | 19 | 6.0 | 58 | 2.7 |
| ALL - WEIGHTED | 1809 | 100.0 | 323 | 100.0 | 2133 | 100.0 |

MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.22 | 1603 | 1.85 | 532 | 1.31 | 2135 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.93 | 1604 | 1.43 | 532 | 1.00 | 2136 |
| PART-TIME ASSISTANTS PER DENTIST | 0.29 | 1603 | 0.42 | 532 | 0.31 | 2135 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.43 | 1364 | 2.02 | 487 | 1.52 | 1851 |
| FULL-TIME ASSISTANTS PER DENTIST | 1.21 | 1224 | 1.71 | 443 | 1.30 | 1667 |
| PART-TIME ASSISTANTS PER DENTIST | 1.16 | 401 | 1.37 | 164 | 1.19 | 565 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1673 | 92.5 | 265 | 82.1 | 1938 | 90.9 |
| 1 TECHNICIAN | 97 | 5.4 | 44 | 13.7 | 141 | 6.6 |
| 2 OR MORE TECHNICIANS | 38 | 2.1 | 13 | 4.1 | 52 | 2.4 |
| ALL - WEIGHTED | 1808 | 100.0 | 322 | 100.0 | 2131 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1719 | 95.0 | 286 | 88.5 | 2005 | 94.0 |
| 1 TECHNICIAN | 60 | 3.3 | 30 | 9.2 | 90 | 4.2 |
| 2 OR MORE TECHNICIANS | 30 | 1.7 | 7 | 2.3 | 38 | 1.8 |
| ALL - WEIGHTED | 1809 | 100.0 | 323 | 100.0 | 2133 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1760 | 97.3 | 299 | 92.7 | 2059 | 96.6 |
| 1 TECHNICIAN | 43 | 2.4 | 21 | 6.4 | 64 | 3.0 |
| 2 OR MORE TECHNICIANS | 6 | 0.3 | 3 | 0.9 | 9 | 0.4 |
| ALL - WEIGHTED | 1808 | 100.0 | 322 | 100.0 | 2131 | 100.0 |

MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.07 | 1602 | 0.17 | 531 | 0.08 | 2133 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.04 | 1603 | 0.10 | 532 | 0.05 | 2135 |
| PART-TIME TECHNICIANS PER DENTIST | 0.03 | 1602 | 0.07 | 531 | 0.03 | 2133 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.91 | 120 | 0.93 | 95 | 0.92 | 215 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.85 | 80 | 0.86 | 61 | 0.85 | 141 |
| PART-TIME TECHNICIANS PER DENTIST | 0.98 | 43 | 0.91 | 39 | 0.95 | 82 |

SOURCE: AMERICAN DENTAL ASSOCIATION, SURVEY OF DENTAL PRACTICE.

## SOLO DENTISTS

Most solo dentists (95.1%) employed some full- or part-time staff. Over half (51.2%), had one to three employees, and 43.8% employed four or more staff members.

Fewer dentists (85.9%) employed full-time staff. Only 17.0% of solo dentists employed four or more full-time staff members. Less than three-quarters (68.9%) employed between one to three full-time personnel.

Slightly over one-quarter of solo dentists (26.5%) employed one part-time employee, while 41.0% employed no part-time personnel. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 3.71.

## DENTAL HYGIENISTS

Half (50.6%) of the solo dentists employed at least one full- or part-time dental hygienist. More solo general practitioners than solo specialists employed dental hygienists. Over three-quarters (75.9%) of the specialists employed no dental hygienists, while only 45.1% of general practitioners reported employing no dental hygienists.

More solo dentists employed part-time dental hygienists than full-time dental hygienists and considerably more general practitioners than specialists employed dental hygienists. Overall, 23.5% of the solo dentists employed at least one full-time dental hygienist. Almost one-quarter (24.9%) of solo general practitioners employed at least one full-time dental hygienist, while the figure for solo specialists was only 14.9%. About one-third (32.9%) of solo dentists employed at least one part-time dental hygienist. This figure differs substantially between solo general practitioners and specialists. Just over one-third (36.2%) of solo general practitioners employed at least one part-time dental hygienist, while only 13.0% of the solo specialists employed part-time dental hygienists.

Among all solo dentists, the number of full- or part-time dental hygienists per dentist was 0.74. The number of full-time dental hygienists per dentist was 0.28, and the average number of part-time dental hygienists per dentist was 0.46.

Among all solo dentists employing dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.46. This average is lower for full-time dental hygienists (1.18). The average number of part-time dental hygienists per dentist was 1.41.

The average number of patients treated per week by dental hygienists was 33.0. This figure was slightly higher for solo specialists (43.8), while dental hygienists working for solo general practitioners treated, on average, 32.4 patients per week.

The overall mean length of dental hygienists' employment in their current practice was 4.93 years. Dental hygienists' mean length of experience prior to employment in the current practice was 5.08 years, with no substantial difference between general practitioners and specialists. Dental hygienists have an average of 10.01 years of experience. This includes experience gained prior to and in their current practice.

The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was approximately $434.84. Dental hygienists employed by solo general practitioners earned, on average, $427.81 per week. This figure was 11.6% less than the salary ($484.07 per week) earned by hygienists employed in a solo specialist practice. The overall mean hourly hygienist salary was $14.25.

## CHAIRSIDE ASSISTANTS

Most solo dentists (83.8%) reported employing one or more full- or part-time chairside assistants. The percentage was similar for solo general practitioners (83.0%), but higher for solo specialists (88.9%). Solo specialists employed a greater percentage of chairside assistants than did general practitioners. The percentage of solo specialists employing three or more (full- or part-time) chairside assistants was 21.2% as compared to 6.7% for solo general practitioners.

Almost three-quarters (73.7%) of all solo dentists employ full-time chairside assistants. Among solo specialists, the percentage was 77.7%, and for general practitioners, 73.1%. Almost one-quarter (23.1%) of all solo dentists employ part-time chairside assistants. Among solo specialists, the percentage was somewhat higher, at 27.9%. Solo general practitioners reported a slightly lower percentage, at 22.3%.

Solo dentists reported an average of 1.37 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 1.04, while the average number of part-time chairside assistants was 0.33.

An average of 1.63 (full- or part-time) chairside assistants was reported among solo dentists who employed chairside assistants. The average declined to 1.40 for the number of full-time chairside assistants per dentist and to 1.44 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among solo dentists, 92.9% reported employing no full- or part-time dental laboratory technicians. The percentage was slightly higher for solo general practitioners (94.4%), and lower for specialists (84.0%).

Most (96.6%) solo dentists reported that they did not employ part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was 0.08. The mean number of full- or part-time laboratory technicians among dentists employing them was 1.13.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 72 | 5.2 | 7 | 3.2 | 80 | 4.9 |
| 1 EMPLOYEE | 175 | 12.6 | 18 | 7.7 | 193 | 11.9 |
| 2 EMPLOYEES | 253 | 18.2 | 38 | 16.5 | 291 | 18.0 |
| 3 EMPLOYEES | 299 | 21.6 | 46 | 20.0 | 345 | 21.3 |
| 4 EMPLOYEES | 252 | 18.1 | 38 | 16.8 | 290 | 18.0 |
| 5 EMPLOYEES | 146 | 10.5 | 29 | 12.8 | 175 | 10.8 |
| 6 EMPLOYEES | 112 | 8.1 | 18 | 8.0 | 130 | 8.0 |
| 7 OR MORE EMPLOYEES | 79 | 5.7 | 34 | 14.9 | 113 | 7.0 |
| ALL | 1387 | 100.0 | 228 | 100.0 | 1615 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 199 | 14.3 | 29 | 12.7 | 228 | 14.1 |
| 1 EMPLOYEE | 290 | 20.9 | 32 | 14.1 | 322 | 19.9 |
| 2 EMPLOYEES | 442 | 31.8 | 50 | 21.8 | 492 | 30.4 |
| 3 EMPLOYEES | 249 | 17.9 | 52 | 22.8 | 302 | 18.6 |
| 4 EMPLOYEES | 121 | 8.7 | 27 | 11.7 | 148 | 9.1 |
| 5 EMPLOYEES | 43 | 3.1 | 15 | 6.6 | 58 | 3.6 |
| 6 EMPLOYEES | 26 | 1.9 | 13 | 5.6 | 39 | 2.4 |
| 7 OR MORE EMPLOYEES | 20 | 1.5 | 11 | 4.8 | 31 | 1.9 |
| ALL | 1391 | 100.0 | 229 | 100.0 | 1620 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 566 | 40.7 | 98 | 42.9 | 663 | 41.0 |
| 1 EMPLOYEE | 371 | 26.7 | 56 | 24.8 | 428 | 26.5 |
| 2 EMPLOYEES | 228 | 16.4 | 36 | 16.0 | 264 | 16.4 |
| 3 EMPLOYEES | 115 | 8.3 | 16 | 7.2 | 132 | 8.1 |
| 4 EMPLOYEES | 76 | 5.4 | 10 | 4.3 | 85 | 5.3 |
| 5 EMPLOYEES | 21 | 1.5 | 5 | 2.1 | 26 | 1.6 |
| 6 EMPLOYEES | 8 | 0.6 | 3 | 1.3 | 11 | 0.7 |
| 7 OR MORE EMPLOYEES | 5 | 0.3 | 3 | 1.3 | 8 | 0.5 |
| ALL | 1390 | 100.0 | 228 | 100.0 | 1617 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
ALL STAFF

MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.42 | 1229 | 4.16 | 375 | 3.53 | 1604 |
| FULL-TIME PERSONNEL PER DENTIST | 2.22 | 1232 | 2.89 | 377 | 2.31 | 1609 |
| PART-TIME PERSONNEL PER DENTIST | 1.20 | 1231 | 1.25 | 375 | 1.21 | 1606 |

MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 3.61 | 1165 | 4.30 | 363 | 3.71 | 1528 |
| FULL-TIME PERSONNEL PER DENTIST | 2.59 | 1056 | 3.31 | 329 | 2.69 | 1385 |
| PART-TIME PERSONNEL PER DENTIST | 2.03 | 730 | 2.20 | 214 | 2.05 | 944 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 632 | 45.1 | 174 | 75.9 | 806 | 49.4 |
| 1 HYGIENIST | 498 | 35.5 | 32 | 14.1 | 530 | 32.5 |
| 2 HYGIENISTS | 211 | 15.1 | 14 | 6.1 | 225 | 13.8 |
| 3 OR MORE HYGIENISTS | 60 | 4.3 | 9 | 4.0 | 69 | 4.2 |
| ALL - WEIGHTED | 1401 | 100.0 | 229 | 100.0 | 1630 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 1052 | 75.1 | 195 | 85.1 | 1247 | 76.5 |
| 1 HYGIENIST | 307 | 21.9 | 24 | 10.6 | 331 | 20.3 |
| 2 HYGIENISTS | 33 | 2.3 | 7 | 3.2 | 40 | 2.5 |
| 3 OR MORE HYGIENISTS | 9 | 0.6 | 2 | 1.1 | 11 | 0.7 |
| ALL - WEIGHTED | 1401 | 100.0 | 229 | 100.0 | 1630 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 894 | 63.8 | 200 | 87.0 | 1094 | 67.1 |
| 1 HYGIENIST | 343 | 24.5 | 18 | 7.9 | 361 | 22.2 |
| 2 HYGIENISTS | 133 | 9.5 | 7 | 2.9 | 140 | 8.6 |
| 3 OR MORE HYGIENISTS | 30 | 2.2 | 5 | 2.1 | 35 | 2.2 |
| ALL - WEIGHTED | 1401 | 100.0 | 230 | 100.0 | 1630 | 100.0 |

MEAN HYGIENISTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 0.79 | 1241 | 0.42 | 377 | 0.74 | 1618 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.29 | 1241 | 0.21 | 377 | 0.28 | 1618 |
| PART-TIME HYGIENISTS PER DENTIST | 0.50 | 1241 | 0.21 | 378 | 0.46 | 1619 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
DENTAL HYGIENISTS

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 1.44 | 681 | 1.76 | 91 | 1.46 | 772 |
| FULL-TIME HYGIENISTS PER DENTIST | 1.16 | 309 | 1.43 | 56 | 1.18 | 365 |
| PART-TIME HYGIENISTS PER DENTIST | 1.39 | 449 | 1.65 | 49 | 1.41 | 498 |

MEAN NUMBER OF PATIENTS TREATED BY HYGIENIST PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 32.4 | 658 | 43.8 | 77 | 33.0 | 735 |
| ALL - WEIGHTED | 32.4 | 658 | 43.8 | 77 | 33.0 | 735 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 4.93 | 821 | 4.85 | 124 | 4.93 | 945 |
| PRIOR EXPERIENCE | 5.08 | 808 | 5.08 | 121 | 5.08 | 929 |

MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 293.38 | 776 | 381.10 | 123 | 300.27 | 899 |
| ALL - WEIGHTED | 293.38 | 776 | 381.10 | 123 | 300.27 | 899 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 427.81 | 222 | 484.07 | 59 | 434.84 | 281 |
| ALL - WEIGHTED | 427.81 | 222 | 484.07 | 59 | 434.84 | 281 |

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 14.15 | 768 | 15.37 | 123 | 14.25 | 891 |
| ALL - WEIGHTED | 14.15 | 768 | 15.37 | 123 | 14.25 | 891 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 237 | 17.0 | 26 | 11.1 | 263 | 16.2 |
| 1 ASSISTANT | 707 | 50.7 | 77 | 33.7 | 784 | 48.3 |
| 2 ASSISTANTS | 357 | 25.6 | 78 | 34.0 | 434 | 26.8 |
| 3 OR MORE ASSISTANTS | 94 | 6.7 | 49 | 21.2 | 142 | 8.8 |
| ALL - WEIGHTED | 1394 | 100.0 | 229 | 100.0 | 1623 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 376 | 26.9 | 51 | 22.3 | 427 | 26.3 |
| 1 ASSISTANT | 773 | 55.4 | 90 | 39.5 | 864 | 53.2 |
| 2 ASSISTANTS | 220 | 15.8 | 58 | 25.2 | 278 | 17.1 |
| 3 OR MORE ASSISTANTS | 26 | 1.9 | 30 | 13.0 | 56 | 3.4 |
| ALL - WEIGHTED | 1395 | 100.0 | 229 | 100.0 | 1624 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 1084 | 77.7 | 165 | 72.1 | 1249 | 76.9 |
| 1 ASSISTANT | 216 | 15.5 | 38 | 16.7 | 254 | 15.6 |
| 2 ASSISTANTS | 77 | 5.5 | 16 | 6.9 | 93 | 5.7 |
| 3 OR MORE ASSISTANTS | 18 | 1.3 | 10 | 4.2 | 28 | 1.7 |
| ALL - WEIGHTED | 1394 | 100.0 | 229 | 100.0 | 1623 | 100.0 |

MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.28 | 1235 | 1.88 | 377 | 1.37 | 1612 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.97 | 1236 | 1.41 | 377 | 1.04 | 1613 |
| PART-TIME ASSISTANTS PER DENTIST | 0.31 | 1235 | 0.47 | 377 | 0.33 | 1612 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.55 | 1025 | 2.12 | 335 | 1.63 | 1360 |
| FULL-TIME ASSISTANTS PER DENTIST | 1.33 | 903 | 1.82 | 293 | 1.40 | 1196 |
| PART-TIME ASSISTANTS PER DENTIST | 1.40 | 275 | 1.68 | 105 | 1.44 | 380 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
DENTAL TECHNICIANS

## PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1315 | 94.4 | 192 | 84.0 | 1507 | 92.9 |
| 1 TECHNICIAN | 67 | 4.8 | 33 | 14.4 | 99 | 6.1 |
| 2 OR MORE TECHNICIANS | 11 | 0.8 | 4 | 1.6 | 15 | 0.9 |
| ALL - WEIGHTED | 1393 | 100.0 | 228 | 100.0 | 1621 | 100.0 |

## PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1355 | 97.2 | 207 | 90.5 | 1562 | 96.2 |
| 1 TECHNICIAN | 34 | 2.4 | 21 | 9.0 | 55 | 3.4 |
| 2 OR MORE TECHNICIANS | 6 | 0.4 | 1 | 0.5 | 7 | 0.4 |
| ALL - WEIGHTED | 1394 | 100.0 | 229 | 100.0 | 1623 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

SOLO DENTISTS
DENTAL TECHNICIANS

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 1353 | 97.2 | 212 | 92.8 | 1565 | 96.6 |
| 1 TECHNICIAN | 35 | 2.5 | 16 | 6.9 | 51 | 3.1 |
| 2 OR MORE TECHNICIANS | 5 | 0.3 | 1 | 0.3 | 5 | 0.3 |
| ALL - WEIGHTED | 1393 | 100.0 | 228 | 100.0 | 1621 | 100.0 |

MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.06 | 1234 | 0.18 | 376 | 0.08 | 1610 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.03 | 1235 | 0.10 | 377 | 0.04 | 1612 |
| PART-TIME TECHNICIANS PER DENTIST | 0.03 | 1234 | 0.07 | 376 | 0.04 | 1610 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 1.14 | 69 | 1.10 | 60 | 1.13 | 129 |
| FULL-TIME TECHNICIANS PER DENTIST | 1.14 | 35 | 1.06 | 36 | 1.11 | 71 |
| PART-TIME TECHNICIANS PER DENTIST | 1.11 | 35 | 1.04 | 27 | 1.09 | 62 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## INDEPENDENT DENTISTS GRADUATING SINCE 1980

Most independent dentists graduating since 1980 (98.6%) employed some full- or part-time staff. More than half (54.1%) had one to three employees, while 44.5% employed four or more staff members.

Fewer independent dentists graduating since 1980 (90.0%) employed full-time staff. Just 18.2% of independent dentists graduating since 1980 employed four or more full-time staff members, and 71.8% employed one to three full-time personnel.

Still fewer (61.5%) independent dentists graduating since 1980 reported employing at least one part-time staff member. The average number of personnel (full- or part-time) per dentist among dentists who employed personnel was 2.80.

## DENTAL HYGIENISTS

Just under half (47.4%) of independent dentists graduating since 1980 employed at least one full- or part-time dental hygienist. Slightly more independent dentists graduating since 1980 employed part-time dental hygienists than full-time dental hygienists. Overall, 23.8% of the independent dentists graduating since 1980 employed at least one full-time dental hygienist. About one-fourth (24.6%) of independent general practitioners employed at least one full-time dental hygienist, and 28.5% employed at least one part-time dental hygienist.

Among all independent dentists graduating since 1980, the number of full- or part-time dental hygienists per dentist was 0.48. The number of full-time dental hygienists per dentist was 0.18, and the average number of part-time dental hygienists per dentist was 0.30.

Among all independent dentists graduating since 1980 who emloyed dental hygienists, the average number of full- or part-time dental hygienists per dentist was 1.02. This average is lower for full-time dental hygienists (0.76), and higher for part-time dental hygienists (1.07).

The average number of patients treated per week by dental hygienists was 35.5. In practices with three or more dentists, the number of patients treated per week by dental hygienists increased to 52.0.

The overall mean length of dental hygienists' employment in their current practice was 3.18 years. Dental hygienists' mean length of experience prior to employment in the current practice was 5.43 years. Dental hygienists have an average of 8.61 years of experience. This includes experience gained prior to and in their current practice. The overall average weekly salary for a full-time (32 or more hours per week) dental hygienist was $431.61. The overall mean hourly dental hygienist salary (full- or part-time) was $13.92.

## CHAIRSIDE ASSISTANTS

Most (87.1%) independent dentists graduating since 1980 reported employing one or more full- or part-time chairside assistant. Over three-quarters (75.5%) of all independent dentists graduating since 1980 employed full-time chairside assistants.

Independent dentists graduating since 1980 reported an average of 1.22 (full- or part-time) chairside assistants per dentist. The average number of full-time chairside assistants per dentist was 0.78, while the average number of part-time chairside assistants was 0.44.

An average of 1.40 (full- or part-time) chairside assistants was reported among independent dentists graduating since 1980 who employed chairside assistants. The average declined to 1.04 for the number of full-time chairside assistants per dentist and to 1.37 for the number of part-time chairside assistants per dentist.

## DENTAL LABORATORY TECHNICIANS

Among independent dentists graduating since 1980, 96.8% reported employing no full- or part-time dental laboratory technicians.

Slightly more (97.9%) of all independent dentists graduating since 1980 reported that they did not employ full-time dental laboratory technicians, and 98.9% reported employing no part-time dental laboratory technicians.

The mean number of full- or part-time dental laboratory technicians per dentist was 0.03. The mean number of full- or part-time laboratory technicians among dentists employing them was 0.97.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF EMPLOYEES | | | | | | |
| NO EMPLOYEES | 2 | 1.1 | 1 | 6.7 | 3 | 1.4 |
| 1 EMPLOYEE | 19 | 9.6 | 0 | 0 | 19 | 9.1 |
| 2 EMPLOYEES | 37 | 18.5 | 2 | 26.7 | 40 | 18.9 |
| 3 EMPLOYEES | 53 | 26.4 | 2 | 20.0 | 55 | 26.1 |
| 4 EMPLOYEES | 42 | 20.8 | 2 | 20.0 | 44 | 20.8 |
| 5 EMPLOYEES | 20 | 10.1 | 1 | 6.7 | 21 | 10.0 |
| 6 EMPLOYEES | 5 | 2.2 | 0 | 0 | 5 | 2.1 |
| 7 OR MORE EMPLOYEES | 23 | 11.2 | 2 | 20.0 | 24 | 11.6 |
| ALL | 201 | 100.0 | 9 | 100.0 | 210 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
ALL STAFF

PERCENT OF DENTISTS EMPLOYING FULL-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 18 | 8.9 | 3 | 33.3 | 21 | 10.0 |
| 1 EMPLOYEE | 41 | 20.1 | 2 | 20.0 | 42 | 20.1 |
| 2 EMPLOYEES | 71 | 35.2 | 2 | 26.7 | 74 | 34.8 |
| 3 EMPLOYEES | 35 | 17.3 | 1 | 6.7 | 36 | 16.9 |
| 4 EMPLOYEES | 16 | 7.8 | 0 | 0 | 16 | 7.5 |
| 5 EMPLOYEES | 8 | 3.9 | 1 | 6.7 | 9 | 4.0 |
| 6 EMPLOYEES | 2 | 1.1 | 0 | 0 | 2 | 1.1 |
| 7 OR MORE EMPLOYEES | 11 | 5.6 | 1 | 6.7 | 12 | 5.6 |
| ALL | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
ALL STAFF

PERCENT OF DENTISTS EMPLOYING PART-TIME PERSONNEL

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME EMPLOYEES | | | | | | |
| NO EMPLOYEES | 79 | 39.3 | 2 | 20.0 | 81 | 38.5 |
| 1 EMPLOYEE | 55 | 27.5 | 1 | 13.3 | 57 | 26.9 |
| 2 EMPLOYEES | 33 | 16.3 | 2 | 20.0 | 35 | 16.5 |
| 3 EMPLOYEES | 15 | 7.3 | 2 | 20.0 | 16 | 7.9 |
| 4 EMPLOYEES | 12 | 6.2 | 0 | 0 | 12 | 5.9 |
| 5 EMPLOYEES | 2 | 1.1 | 1 | 13.3 | 3 | 1.7 |
| 6 EMPLOYEES | 1 | 0.6 | 1 | 6.7 | 2 | 0.8 |
| 7 OR MORE EMPLOYEES | 3 | 1.7 | 1 | 6.7 | 4 | 1.9 |
| ALL | 201 | 100.0 | 9 | 100.0 | 210 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
ALL STAFF

### MEAN PERSONNEL PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 2.77 | 178 | 2.69 | 15 | 2.76 | 193 |
| FULL-TIME PERSONNEL PER DENTIST | 1.76 | 179 | 0.98 | 15 | 1.73 | 194 |
| PART-TIME PERSONNEL PER DENTIST | 1.00 | 178 | 1.71 | 15 | 1.03 | 193 |

### MEAN PERSONNEL PER DENTIST AMONG DENTISTS WITH EMPLOYEES

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| FULL- OR PART-TIME PERSONNEL PER DENTIST | 2.80 | 176 | 2.88 | 14 | 2.80 | 190 |
| FULL-TIME PERSONNEL PER DENTIST | 1.94 | 163 | 1.47 | 10 | 1.92 | 173 |
| PART-TIME PERSONNEL PER DENTIST | 1.65 | 108 | 2.14 | 12 | 1.68 | 120 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL HYGIENISTS

## PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NUMBER OF HYGIENISTS | | | | | | |
| NO HYGIENISTS | 104 | 51.4 | 7 | 80.0 | 111 | 52.6 |
| 1 HYGIENIST | 71 | 35.2 | 1 | 6.7 | 72 | 34.0 |
| 2 HYGIENISTS | 17 | 8.4 | 1 | 6.7 | 18 | 8.3 |
| 3 OR MORE HYGIENISTS | 10 | 5.0 | 1 | 6.7 | 11 | 5.1 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

## PERCENT OF DENTISTS EMPLOYING FULL-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 152 | 75.4 | 9 | 93.3 | 161 | 76.2 |
| 1 HYGIENIST | 43 | 21.2 | 1 | 6.7 | 44 | 20.6 |
| 2 HYGIENISTS | 7 | 3.4 | 0 | 0 | 7 | 3.2 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL HYGIENISTS

PERCENT OF DENTISTS EMPLOYING PART-TIME HYGIENISTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME HYGIENISTS | | | | | | |
| NO HYGIENISTS | 144 | 71.5 | 7 | 80.0 | 152 | 71.9 |
| 1 HYGIENIST | 40 | 19.6 | 1 | 6.7 | 40 | 19.0 |
| 2 HYGIENISTS | 12 | 6.1 | 1 | 6.7 | 13 | 6.2 |
| 3 OR MORE HYGIENISTS | 6 | 2.8 | 1 | 6.7 | 6 | 3.0 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

MEAN HYGIENISTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 0.50 | 179 | 0.20 | 15 | 0.48 | 194 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.19 | 179 | 0.01 | 15 | 0.18 | 194 |
| PART-TIME HYGIENISTS PER DENTIST | 0.31 | 179 | 0.19 | 15 | 0.30 | 194 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL HYGIENISTS

MEAN HYGIENISTS PER DENTIST AMONG DENTISTS EMPLOYING HYGIENISTS

| | TYPE OF DENTIST | | | | ALL - WEIGHTED | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME HYGIENISTS PER DENTIST | 1.02 | 87 | 1.00 | 3 | 1.02 | 90 |
| FULL-TIME HYGIENISTS PER DENTIST | 0.77 | 44 | 0.17 | 1 | 0.76 | 45 |
| PART-TIME HYGIENISTS PER DENTIST | 1.08 | 51 | 0.94 | 3 | 1.07 | 54 |

MEAN NUMBER OF PATIENTS TREATED BY HYGIENISTS PER WEEK

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | | PATIENTS TREATED PER WEEK | |
| | MEAN | N | MEAN | N | MEAN | N |
| TOTAL DENTISTS | | | | | | |
| 1 DENTIST | 27.8 | 50 | 23.0 | 1 | 27.8 | 51 |
| 2 DENTISTS | 36.5 | 19 | 280.0 | 1 | 43.2 | 20 |
| 3 OR MORE DENTISTS | 41.7 | 14 | 320.0 | 1 | 52.0 | 15 |
| ALL - WEIGHTED | 32.2 | 83 | 207.7 | 3 | 35.5 | 86 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL HYGIENISTS

HYGIENIST MEAN LENGTH OF EMPLOYMENT (IN YEARS)

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | N | MEAN | N | MEAN | N |
| LENGTH OF EMPLOYMENT IN THIS PRACTICE | 3.21 | 100 | 1.48 | 4 | 3.18 | 104 |
| PRIOR EXPERIENCE | 5.52 | 102 | 1.29 | 4 | 5.43 | 106 |

MEAN WEEKLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 284.26 | 51 | 139.58 | 1 | 282.75 | 52 |
| 2 DENTISTS | 361.73 | 19 | 180.00 | 2 | 351.99 | 21 |
| 3 OR MORE DENTISTS | 412.05 | 20 | 575.00 | 1 | 416.32 | 21 |
| ALL - WEIGHTED | 329.01 | 90 | 268.65 | 4 | 327.60 | 94 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL HYGIENISTS

MEAN WEEKLY HYGIENIST SALARY ON A FULL-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | | WEEKLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 389.41 | 15 | 0 | 0 | 389.41 | 15 |
| 2 DENTISTS | 450.69 | 7 | 0 | 0 | 450.69 | 7 |
| 3 OR MORE DENTISTS | 464.09 | 13 | 575.00 | 1 | 468.50 | 14 |
| ALL - WEIGHTED | 429.41 | 35 | 575.00 | 1 | 431.61 | 36 |

MEAN HOURLY HYGIENIST SALARY ON A FULL- OR PART-TIME BASIS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | | HOURLY HYGIENIST SALARY | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| NUMBER OF DENTISTS | | | | | | |
| ONE DENTIST | 12.89 | 51 | 6.98 | 1 | 12.83 | 52 |
| 2 DENTISTS | 17.08 | 19 | 10.00 | 2 | 16.70 | 21 |
| 3 OR MORE DENTISTS | 13.91 | 20 | 14.37 | 1 | 13.92 | 21 |
| ALL - WEIGHTED | 14.00 | 90 | 10.34 | 4 | 13.92 | 94 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
CHAIRSIDE ASSISTANTS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 26 | 12.8 | 1 | 13.3 | 27 | 12.9 |
| 1 ASSISTANT | 84 | 41.3 | 3 | 33.3 | 87 | 41.0 |
| 2 ASSISTANTS | 55 | 27.4 | 2 | 26.7 | 58 | 27.3 |
| 3 OR MORE ASSISTANTS | 37 | 18.4 | 2 | 26.7 | 40 | 18.8 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 47 | 23.5 | 4 | 46.7 | 52 | 24.5 |
| 1 ASSISTANT | 106 | 52.5 | 3 | 33.3 | 109 | 51.7 |
| 2 ASSISTANTS | 34 | 16.8 | 1 | 6.7 | 34 | 16.3 |
| 3 OR MORE ASSISTANTS | 15 | 7.3 | 1 | 13.3 | 16 | 7.5 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
CHAIRSIDE ASSISTANTS

PERCENT OF DENTISTS EMPLOYING PART-TIME ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| PART-TIME ASSISTANTS | | | | | | |
| NO ASSISTANTS | 139 | 68.7 | 4 | 46.7 | 143 | 67.8 |
| 1 ASSISTANT | 40 | 19.6 | 1 | 13.3 | 41 | 19.3 |
| 2 ASSISTANTS | 14 | 6.7 | 2 | 20.0 | 15 | 7.3 |
| 3 OR MORE ASSISTANTS | 10 | 5.0 | 2 | 20.0 | 12 | 5.7 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

MEAN CHAIRSIDE ASSISTANTS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIS | 1.22 | 179 | 1.31 | 15 | 1.22 | 194 |
| FULL-TIME ASSISTANTS PER DENTIST | 0.79 | 179 | 0.53 | 15 | 0.78 | 194 |
| PART-TIME ASSISTANTS PER DENTIST | 0.43 | 179 | 0.78 | 15 | 0.44 | 194 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
CHAIRSIDE ASSISTANTS

MEAN CHAIRSIDE ASSISTANTS PER DENTIST AMONG DENTISTS EMPLOYING ASSISTANTS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME ASSISTANTS PER DENTIST | 1.40 | 156 | 1.51 | 13 | 1.40 | 169 |
| FULL-TIME ASSISTANTS PER DENTIST | 1.04 | 137 | 1.00 | 8 | 1.04 | 145 |
| PART-TIME ASSISTANTS PER DENTIST | 1.36 | 56 | 1.46 | 8 | 1.37 | 64 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

EMPLOYMENT OF DENTAL PRACTICE PERSONNEL

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL TECHNICIANS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL- OR PART-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 195 | 96.6 | 9 | 100.0 | 204 | 96.8 |
| 1 TECHNICIAN | 5 | 2.2 | 0 | 0 | 5 | 2.1 |
| 2 OR MORE TECHNICIANS | 2 | 1.1 | 0 | 0 | 2 | 1.1 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

PERCENT OF DENTISTS EMPLOYING FULL-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| FULL-TIME TECHNICIANS | | | | | | |
| NO TECHNICIANS | 198 | 97.8 | 9 | 100.0 | 207 | 97.9 |
| 1 TECHNICIAN | 2 | 1.1 | 0 | 0 | 2 | 1.1 |
| 2 OR MORE TECHNICIANS | 2 | 1.1 | 0 | 0 | 2 | 1.1 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PERCENT OF DENTISTS EMPLOYING PART-TIME TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | WEIGHTED | | WEIGHTED | | WEIGHTED | |
| PART-TIME TECHNICIANS | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT |
| NO TECHNICIANS | 200 | 98.9 | 9 | 100.0 | 209 | 98.9 |
| 1 TECHNICIAN | 2 | 1.1 | 0 | 0 | 2 | 1.1 |
| ALL - WEIGHTED | 202 | 100.0 | 9 | 100.0 | 211 | 100.0 |

MEAN TECHNICIANS PER DENTIST

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.03 | 179 | 0.00 | 15 | 0.03 | 194 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.02 | 179 | 0.00 | 15 | 0.02 | 194 |
| PART-TIME TECHNICIANS PER DENTIST | 0.01 | 179 | 0.00 | 15 | 0.01 | 194 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

INDEPENDENT DENTISTS
GRADUATING SINCE 1980
DENTAL TECHNICIANS

MEAN TECHNICIANS PER DENTIST AMONG DENTISTS EMPLOYING TECHNICIANS

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| FULL- OR PART-TIME TECHS PER DENTIST | 0.97 | 6 | --- | 0 | 0.97 | 6 |
| FULL-TIME TECHNICIANS PER DENTIST | 0.96 | 4 | --- | 0 | 0.96 | 4 |
| PART-TIME TECHNICIANS PER DENTIST | 1.00 | 2 | --- | 0 | 1.00 | 2 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

## Data Collection

The 1987 *SDP* was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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Chicago, Illinois 60611
312 440-2500

# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |

zip code

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| The average number of: | | |
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | ________ | ________ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | ________ | ________ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | ________ | ________ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | ________ | ________ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | ________ | ________ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice | ________ | ________ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | ________ | ________ |
| | **hours per week** | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice | $ ________ .00 |
| b. Your secondary practice (if applicable) | $ ________ .00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ________ .00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

## ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | ____________ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) if none, enter zero | ____________ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Employee Positions | |
|---|---|---|
| | full-time | part-time |
| a. Dental hygienist(s) | ________ | ________ |
| b. Chairside assistant(s) | ________ | ________ |
| c. Secretary/receptionist(s)* | ________ | ________ |
| d. Dental laboratory technician(s) | ________ | ________ |
| e. Bookkeeper, business personnel | ________ | ________ |
| f. Other, please specify ____________ | ________ | ________ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | Not applicable (Please check boxes) | 1986 ANNUAL Salary/ Commission (in dollars) | Weeks Worked in 1986 | Hours Worked per Week | Length of Experience PRIOR to Employment in this Practice | | Length of Employment in this Practice | |
|---|---|---|---|---|---|---|---|---|
| Position #1 | ☐ | $ ________ per year | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #2 | ☐ | $ ________ per year | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #3 | ☐ | $ ________ per year | ________ weeks | ________ hours | ________ years | ________ months | ________ years | ________ months |

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Dental Hygienist(s)**

a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment . . . ________ **appointments per week**

b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) . . . . ________ **visits per week**

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) . . . . . . . . . . . . . . . . . . ________ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . ________ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . ________ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) . . . . . ________ **visits per week**

15. Approximately what percentage of the patients who visited the primary practice in 1986:

**Entire Practice Patient Characteristics**

a. were:
   14 years of age or younger . . . . . . . . . . . . ________%
   15 to 64 years of age . . . . . . . . . . . . . . . . . . ________%
   65 years of age or older . . . . . . . . . . . . . . . ________%
   **TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
   under $10,000 . . . . . . . . . . . . . . . . . . . . . . . . . ________%
   $10,000 to 29,999 . . . . . . . . . . . . . . . . . . . . . ________%
   $30,000 or more . . . . . . . . . . . . . . . . . . . . . . ________%
   **TOTAL 100 %**

c. were:
   covered by a private insurance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . . ________%
   covered by a public assistance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . . ________%
   not covered by an insurance program . . ________%
   **TOTAL 100 %**

d. were members of a racial minority . . . . . ________%

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** . . . . . ________ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

**Entire Practice Waiting Time**

| | patient of record | new patient |
|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) . . . . . . . . . . . . . . . . . . . . . . . . . . | ________ | ________ |
| | **days** | |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT** . . . . . . . . . . . . . . . . | ________ | ________ |
| | **minutes** | |

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 (**annual billing**)? . . . . . . . . . $ ________ .00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment . . . . . . . . . . . . . . . . . ________%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) . . . . . . . . . . . . . . . . . . . . . . . ________%
c. as direct payment from private insurance carriers . . . . . . . . . . . . . . . . . . . . . . . ________%
d. from other sources of payment (Please specify) ________________ ________%
**TOTAL 100 %**

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?
Yes . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 1
No . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent . . . . . . . . . . . . . . . . . . . . . . . $ ________ .00
b. Yearly mortgage (including interest) $ ________ .00
c. Total salaries, wages and commissions of non-dentists employees . . $ ________ .00
d. Commercial dental laboratory charges . . . . . . . . . . . . . . . . . . . . . . . . $ ________ .00
e. Dental supplies . . . . . . . . . . . . . . . . . . . $ ________ .00
f. Advertising expenses . . . . . . . . . . . . . . $ ________ .00
g. Bad debts . . . . . . . . . . . . . . . . . . . . . . . $ ________ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? . . . . . . . . . . . $ ________ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

ADA
American
Dental
Association

The Bureau of Economic and
Behavioral Research

211 East Chicago Avenue
Chicago, Illinois 60611

# The 1987 Survey of Dental Practice

## Sources of Payment for Dental Services

February, 1988

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## HIGHLIGHTS

- * Please note that statistics are reported for independent dentists for the United States as a whole, and for each of the nine U.S. census regions. Gross income figures are reported for the entire primary practice in which the responding dentist worked (1986), as are the gross receipts.

- * Among all independent dentists nationally, direct patient payment for dental services accounted for 47.8% of the gross income of private practitioners. This compares to 46.4% paid by private insurance and 4.9% by government programs.

- * For independent general practitioners, 45.6% of gross income was paid by patients directly, 48.3% by private insurance and 5.1% by government programs. In comparison, 54.3% of the gross income of independent specialists was paid directly by patients, 40.4% was paid by private insurance and 4.4% by government programs.

- * Among all independent dentists, 2.9% reported no contribution to gross income from private insurance. This compares to 2.4% of independent general practitioners and 5.8% of independent specialists who report no income from private insurance.

- * Nearly half of all independent dentists reported no payments from government programs. This figure represents the 49.3% of independent general practitioners and 53.4% of independent specialists who report no income from government programs.

- * Across geographical regions, the percentage of independent dentists' gross income paid by private insurance ranged from a low of 39.9% in the West South Central region to a high of 53.4% in the Pacific region.

- * The percentage of gross income from government programs ranged from 3.3% in the West South Central region to 8.0% in the East South Central region.

- * The percentage of dentists with no private insurance payments ranged from 0.5% in the Mountain region to 5.2% in the West South Central region.

* The percentage of dentists with no payments from government programs ranged from 31.0% in the West North Central region to 59.1% in the South Atlantic region.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice regarding sources of payment for dental services for independent private practitioners. Statistics are reported for the nation as a whole and for each of the nine census regions. Percentages of gross income received from the following sources are reported: direct patient payment, payment from government programs (Medicare, Medicaid, or other public insurance), direct payment from private insurance carriers, and other sources (capitation or pre-paid, worker's compensation, trust fund, charity or not-for-profit, etc.). Detailed tables present figures for general practitioners and specialists separately, as well as weighted figures for all dentists.

The mean gross income used in this report represents gross income for the entire practice. No attempt was made to adjust this figure on a "per dentist" basis. The regions in which income is higher may contain a higher percentage of multiple dentist practices.

## ALL UNITED STATES

On average, direct patient payment accounted for 47.8% of the gross income of private practitioners. Private dental insurance accounted for 46.4% of gross income, while government programs contributed only 4.9%.

Independent specialists received more of their gross income from direct patient payment than did general practitioners (54.3% versus 45.6%, respectively). General practitioners received a larger portion of their gross income from private insurance than did specialists (48.3% and 40.4%, respectively). The mean gross income for all independent private practitioners was $280,167. Independent specialists' gross income exceeded that of general practitioners by 50.4%.

Of all independent private practitioners, only 2.9% received no payment from private dental insurance. An average of 5.8% of independent specialists received no payment from dental insurance, while only 2.4% of general practitioners reported no payment from this source. About half of all independent private practitioners received no payment from government programs. This figure was similar for both independent general practitioners and specialists.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
UNITED STATES

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $249973 | 1373 | $376130 | 432 | $280167 | 1805 |
| DIRECT PATIENT PAYMENT | 45.62 | 1425 | 54.31 | 466 | 47.76 | 1891 |
| PRIVATE DENTAL INSURANCE | 48.34 | 1425 | 40.36 | 466 | 46.38 | 1891 |
| GOVERNMENT PROGRAMS | 5.11 | 1425 | 4.39 | 466 | 4.93 | 1891 |
| BY OTHER MEANS | 0.93 | 1425 | 0.94 | 466 | 0.93 | 1891 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.4 | 34 | 5.8 | 27 | 2.9 | 55 |
| GOVERNMENT PROGRAMS | 49.3 | 702 | 53.4 | 249 | 49.9 | 944 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## NEW ENGLAND

The overall gross income for independent private practitioners in New England was $288,565, which was 3.0% higher than the national average. The average salaries of both general practitioners and specialists exceeded the respective national means.

New England dentists received proportionately more of their income from private insurance and proportionately less from direct patient payment than was suggested by the national averages. They received about the same percentage of their income from government sources as did dentists across the United States (4.2% versus 4.9%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
NEW ENGLAND

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $250741 | 83 | $389835 | 31 | $288565 | 114 |
| DIRECT PATIENT PAYMENT | 41.98 | 90 | 50.51 | 35 | 44.37 | 125 |
| PRIVATE DENTAL INSURANCE | 52.99 | 90 | 45.57 | 35 | 50.91 | 125 |
| GOVERNMENT PROGRAMS | 4.74 | 90 | 2.86 | 35 | 4.22 | 125 |
| BY OTHER MEANS | 0.29 | 90 | 1.06 | 35 | 0.50 | 125 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 3.3 | 3 | 5.7 | 2 | 3.7 | 5 |
| GOVERNMENT PROGRAMS | 37.8 | 34 | 57.1 | 20 | 41.1 | 51 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## MIDDLE ATLANTIC

The overall gross income for independent private practitioners in the Middle Atlantic was $278,062, which was less than 1% less than the national average.

In a few cases, the percentages of income received as direct patient payment or private dental insurance payment varied from the national trends. Compared to dentists across the nation, dentists in the Middle Atlantic region received lower percentages of their income from both direct patient payment and private insurance and more from government programs (5.6% versus 4.9%).

Few Middle Atlantic independent dentists received payment from government programs. While 50.1% of the dentists in the U.S. received at least some income from government sources, only 42.4% of the dentists in the Middle Atlantic region did.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
MIDDLE ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $250055 | 221 | $354476 | 81 | $278062 | 302 |
| DIRECT PATIENT PAYMENT | 46.26 | 249 | 59.76 | 91 | 49.87 | 340 |
| PRIVATE DENTAL INSURANCE | 47.88 | 249 | 33.41 | 91 | 44.01 | 340 |
| GOVERNMENT PROGRAMS | 5.36 | 249 | 6.18 | 91 | 5.58 | 340 |
| BY OTHER MEANS | 0.50 | 249 | 0.66 | 91 | 0.54 | 340 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.8 | 7 | 9.9 | 9 | 4.0 | 13 |
| GOVERNMENT PROGRAMS | 57.4 | 143 | 58.2 | 53 | 57.6 | 194 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SOUTH ATLANTIC

The overall gross income for independent private practitioners in the South Atlantic was $294,355, 5.1% more than the national average.

When compared to national averages, a higher percentage of gross income in the South Atlantic region was received from direct patient payment (53.4% versus 47.8%), while a lower percentage was received from private dental insurance (42.2% versus 46.4%).

A slightly higher percentage of South Atlantic dentists received no payments from dental insurance than did dentists across the nation (4.1% and 2.9%, respectively). Similarly, a lower percentage of the South Atlantic dentists received payments from government programs (40.9% versus 50.1% for the nation).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
SOUTH ATLANTIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $257525 | 198 | $394251 | 73 | $294355 | 271 |
| DIRECT PATIENT PAYMENT | 50.48 | 197 | 60.99 | 77 | 53.43 | 274 |
| PRIVATE DENTAL INSURANCE | 44.92 | 197 | 35.35 | 77 | 42.23 | 274 |
| GOVERNMENT PROGRAMS | 3.76 | 197 | 3.40 | 77 | 3.66 | 274 |
| BY OTHER MEANS | 0.84 | 197 | 0.26 | 77 | 0.68 | 274 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 3.6 | 7 | 6.5 | 5 | 4.1 | 11 |
| GOVERNMENT PROGRAMS | 61.4 | 121 | 48.1 | 37 | 59.1 | 159 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## EAST SOUTH CENTRAL

**Mean gross income for the East South Central region was reported at $244,223, 12.8% lower than the national average. Independent general practitioners' income was 16.7% lower, while specialists' income was 5.1% lower.**

The percentages of gross income received from direct patient payment, private dental insurance and government programs did not vary significantly from the national averages, except in a few cases. East South Central dentists received a greater percentage of their gross income from government programs than did dentists nationwide. Almost 8.0% of their income was derived from government sources, whereas the national figure was closer to 4.9%. Similarly, a larger percentage of the dentists in the East South Central region received government payments (56.3%) than did in the United States as a whole (50.1%).

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $208165 | 72 | $357102 | 23 | $244223 | 95 |
| DIRECT PATIENT PAYMENT | 49.73 | 73 | 45.16 | 25 | 48.56 | 98 |
| PRIVATE DENTAL INSURANCE | 43.03 | 73 | 42.24 | 25 | 42.83 | 98 |
| GOVERNMENT PROGRAMS | 7.03 | 73 | 10.64 | 25 | 7.95 | 98 |
| BY OTHER MEANS | 0.22 | 73 | 1.96 | 25 | 0.66 | 98 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 1.4 | 1 | 4.0 | 1 | 1.8 | 2 |
| GOVERNMENT PROGRAMS | 46.6 | 34 | 28.0 | 7 | 43.7 | 43 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## EAST NORTH CENTRAL

The mean gross income for independent private practitioners in the East North Central region was $297,712, which was 6.3% above the national mean and the highest regional mean. Specialists' income was 20.6% higher than the national average.

The percentage of payment received from private dental insurance was slightly higher than the national average. Direct patient payment accounted for a slightly smaller percentage of the total receipts in the East North Central region than nationally (43.3% versus 47.8%). Government program contribution to gross receipts did not vary substantially from the national average.

The overall averages for East North Central independent dentists reporting no income from either private dental insurance or government programs were very similar to the national figures.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
EAST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $255969 | 243 | $453769 | 65 | $297712 | 308 |
| DIRECT PATIENT PAYMENT | 42.58 | 246 | 45.91 | 66 | 43.29 | 312 |
| PRIVATE DENTAL INSURANCE | 50.85 | 246 | 48.98 | 66 | 50.46 | 312 |
| GOVERNMENT PROGRAMS | 5.89 | 246 | 3.94 | 66 | 5.48 | 312 |
| BY OTHER MEANS | 0.68 | 246 | 1.18 | 66 | 0.79 | 312 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.0 | 5 | 6.1 | 4 | 2.5 | 8 |
| GOVERNMENT PROGRAMS | 51.2 | 126 | 56.1 | 37 | 51.8 | 165 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## WEST SOUTH CENTRAL

The mean overall gross income in the West South Central region was reported at $267,310, which is 4.6% lower than the national average.

Dentists in this region received more of their gross income from direct patient payment when compared to national figures (55.2% versus 47.8%). A smaller percentage of gross income was paid by private insurance in this region (39.9% versus 46.4%). A higher percentage of dentists (5.2% versus 2.9%) reported that they received no income from private dental insurance.

Roughly 56.6% (as compared to 49.9% nationally) received no payment from government programs.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST SOUTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $223819 | 130 | $428844 | 35 | $267310 | 165 |
| DIRECT PATIENT PAYMENT | 54.35 | 134 | 58.03 | 39 | 55.18 | 173 |
| PRIVATE DENTAL INSURANCE | 40.31 | 134 | 38.62 | 39 | 39.93 | 173 |
| GOVERNMENT PROGRAMS | 3.45 | 134 | 2.82 | 39 | 3.31 | 173 |
| BY OTHER MEANS | 1.90 | 134 | 0.54 | 39 | 1.59 | 173 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 6.0 | 8 | 2.6 | 1 | 5.2 | 9 |
| GOVERNMENT PROGRAMS | 57.5 | 77 | 51.3 | 20 | 56.6 | 99 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## WEST NORTH CENTRAL

Independent private practitioners in this region reported a mean gross income of $262,748, which is 6.2% lower than the national average. Independent general practitioners' gross income was lower than the national average, while independent specialists' average gross income was slightly higher.

The percentage of gross income received from various sources did not differ substantially from national means. However, dentists in the West North Central region received a larger portion of their income from government programs (6.3%) than did dentists nationally (4.9%). Furthermore, proportionately more dentists in this region received government payments than did dentists nationally (69.0% versus 50.1%). This difference was most striking among general practitioners; 71.1% of West North Central dentists received at least some of their income from government programs whereas only 50.7% did nationally.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
WEST NORTH CENTRAL

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $256486 | 110 | $292698 | 23 | $262748 | 133 |
| DIRECT PATIENT PAYMENT | 46.86 | 114 | 56.24 | 25 | 48.55 | 139 |
| PRIVATE DENTAL INSURANCE | 45.21 | 114 | 39.48 | 25 | 44.18 | 139 |
| GOVERNMENT PROGRAMS | 6.72 | 114 | 4.20 | 25 | 6.27 | 139 |
| BY OTHER MEANS | 1.22 | 114 | 0.08 | 25 | 1.01 | 139 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 0.9 | 1 | 8.0 | 2 | 1.6 | 2 |
| GOVERNMENT PROGRAMS | 28.9 | 33 | 48.0 | 12 | 31.0 | 45 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## MOUNTAIN

Independent private practitioners in the Mountain region reported a mean gross income of $244,388, which was 12.8% below the national average.

The Mountain region did not vary much from the national averages in terms of percentages of income received from direct patient payment, private dental insurance, and government programs.

When compared to the nation as a whole, more independent dentists in the Mountain region received payment from government programs; only 42.5% reported that they received no payment from government programs (compared to 49.9% nationally). Furthermore, almost all dentists (99.5%) in the Mountain region received some payments from private insurance companies. Nationally, the figure was 94.2%.

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $228265 | 80 | $292162 | 27 | $244388 | 107 |
| DIRECT PATIENT PAYMENT | 48.61 | 82 | 51.93 | 30 | 49.50 | 112 |
| PRIVATE DENTAL INSURANCE | 45.63 | 82 | 42.73 | 30 | 44.86 | 112 |
| GOVERNMENT PROGRAMS | 4.55 | 82 | 3.23 | 30 | 4.20 | 112 |
| BY OTHER MEANS | 1.21 | 82 | 2.10 | 30 | 1.45 | 112 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 2.4 | 2 | 3.3 | 1 | 0.5 | 1 |
| GOVERNMENT PROGRAMS | 39.0 | 32 | 60.0 | 18 | 42.5 | 47 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## PACIFIC

The mean gross income for the Pacific region was $290,250. This is approximately 3.6% higher than the national figure.

This region had the highest percentage of gross income received from private dental insurance, 53.4%. Independent general practitioners received 56.3% of their gross income from private dental insurance. This was considerably higher than the national independent general practitioner average (56.3% versus 47.3%). Specialists received 44.0% of their income from insurance (compared to 40.4% nationally).

All but 1.3% of the dentists in this region reported receiving some payment from private dental insurance. When compared to the national average, more Pacific region dentists reported receiving payment from government programs, with 44.5% reporting no payment from government programs. The national average for receiving no government payments was 49.9%.

SOURCES OF PAYMENT FOR DENTAL SERVICES

INDEPENDENT DENTISTS
PACIFIC

MEAN PERCENT OF GROSS RECEIPTS RECEIVED FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| MEAN GROSS INCOME | $271861 | 232 | $350339 | 71 | $290250 | 303 |
| DIRECT PATIENT PAYMENT | 37.23 | 235 | 50.76 | 75 | 40.50 | 310 |
| PRIVATE DENTAL INSURANCE | 56.34 | 235 | 44.01 | 75 | 53.36 | 310 |
| GOVERNMENT PROGRAMS | 5.15 | 235 | 3.76 | 75 | 4.82 | 310 |
| BY OTHER MEANS | 1.28 | 235 | 1.47 | 75 | 1.32 | 310 |

NUMBER AND PERCENT OF DENTISTS WITH NO PAYMENT FROM

| | TYPE OF DENTIST | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | PERCENT | NUMBER | PERCENT | NUMBER | PERCENT | NUMBER |
| PRIVATE DENTAL INSURANCE | 0.9 | 2 | 4.0 | 3 | 1.3 | 4 |
| GOVERNMENT PROGRAMS | 42.6 | 100 | 56.0 | 42 | 44.5 | 138 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

### Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are **NOT** included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**Patient No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | **Primary Occupation** | **Secondary Occupation** |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

| | |
|---|---|
| Yes | 1 |
| No | 2 |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| The average number of: | | |
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) | ______ | ______ |
| | **appointments per week** | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) | ______ | ______ |
| | **visits per week** | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) | ______ | ______ |
| | **visits per week** | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only | ______ | ______ |
| | **visits per week** | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | **Primary Practice** | **Secondary Practice** |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) | ______ | ______ |
| | **weeks** | |
| b. Total number of **HOURS PER WEEK** spent in the practice | ______ | ______ |
| | **hours per week** | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice | ______ | ______ |
| | **hours per week** | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | **Net Income** |
|---|---|
| a. Your primary practice | $ ______.00 |
| b. Your secondary practice (if applicable) | $ ______.00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ______.00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

# ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF,** please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Dentist Positions** |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) | ______ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero | ______ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | **Number of Employee Positions** | |
|---|---|---|
| | **full-time** | **part-time** |
| a. Dental hygienist(s) | ______ | ______ |
| b. Chairside assistant(s) | ______ | ______ |
| c. Secretary/receptionist(s)* | ______ | ______ |
| d. Dental laboratory technician(s) | ______ | ______ |
| e. Bookkeeper, business personnel | ______ | ______ |
| f. Other, please specify ______ | ______ | ______ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| | **Not applicable (Please check boxes)** | **1986 ANNUAL Salary/ Commission (in dollars)** | **Weeks Worked in 1986** | **Hours Worked per Week** | **Length of Experience PRIOR to Employment in this Practice** | | **Length of Employment in this Practice** | |
|---|---|---|---|---|---|---|---|---|
| **DENTAL HYGIENIST(S):** | | | | | | | | |
| Position #1 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #2 | ☐ | $ ______ per year | ______ | ______ | ______ | ______ | ______ | ______ |
| Position #3 | ☐ | $ ______ per year | ______ weeks | ______ hours | ______ years | ______ months | ______ years | ______ months |

13. Please provide the following regarding all **dental hygienist(s)** appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Dental Hygienist(s)** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment . . . | ____________ **appointments per week** |
| b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) . . . . | ____________ **visits per week** |

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

| The average number of: | **Entire Practice** |
|---|---|
| a. **APPOINTMENTS SCHEDULED** per week **(EXCLUDING** those with hygienist appointments only) . . . . . . . . . . . . . . . . . . . | ____________ **appointments per week** |
| b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . | ____________ **visits per week** |
| c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero . . . . . . . . . . . . . . . . | ____________ **visits per week** |
| d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated **(EXCLUDING** those with hygienist appointments only) . . . . . | ____________ **visits per week** |

15. Approximately what percentage of the patients who visited the primary practice in 1986:

| | **Entire Practice Patient Characteristics** |
|---|---|
| a. were: | |
| 14 years of age or younger . . . . . . . . . . . . | ____________% |
| 15 to 64 years of age . . . . . . . . . . . . . . . . . | ____________% |
| 65 years of age or older . . . . . . . . . . . . . . . | ____________% |
| | **TOTAL 100 %** |
| b. were members of families whose annual income is estimated to be: | |
| under $10,000 . . . . . . . . . . . . . . . . . . . . . . . | ____________% |
| $10,000 to 29,999 . . . . . . . . . . . . . . . . . . . | ____________% |
| $30,000 or more . . . . . . . . . . . . . . . . . . . . . | ____________% |
| | **TOTAL 100 %** |
| c. were: | |
| covered by a private insurance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . | ____________% |
| covered by a public assistance program that pays or partially pays for their dental care . . . . . . . . . . . . . . . . . . . . . . . . . . | ____________% |
| not covered by an insurance program . . | ____________% |
| | **TOTAL 100 %** |
| d. were members of a racial minority . . . . . | ____________% |

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** . . . . . ____________ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an **average patient of record and average new patient have to WAIT:**

| | **Entire Practice Waiting Time**<br>**patient of record** | <br>**new patient** |
|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) . . . . . . . . . . . . . . . . . . . . . . . . . | ________ **days** | ________ |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED** APPOINTMENT . . . . . . . . . . . . . . . . . . . | ________ **minutes** | ________ |

18. In the **ENTIRE PRIMARY PRACTICE,** what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? . . . . . . . . . $ ____________ .00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

| | **Gross Receipts** |
|---|---|
| a. as direct patient payment . . . . . . . . . . . . . . . . . | ____________% |
| b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) . . . . . . . . . . . . . . . . . . . . . . . . | ____________% |
| c. as direct payment from private insurance carriers . . . . . . . . . . . . . . . . . . . . . . . . . | ____________% |
| d. from other sources of payment (Please specify) ____________________ | ____________% |
| | **TOTAL 100 %** |

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 1
No . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . 2

> If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

| | **Expenses** |
|---|---|
| a. Yearly rent . . . . . . . . . . . . . . . . . . . . . . . | $ ____________ .00 |
| b. Yearly mortgage (including interest) | $ ____________ .00 |
| c. Total salaries, wages and commissions of non-dentists employees . . | $ ____________ .00 |
| d. Commercial dental laboratory charges . . . . . . . . . . . . . . . . . . . . . . | $ ____________ .00 |
| e. Dental supplies . . . . . . . . . . . . . . . . . . | $ ____________ .00 |
| f. Advertising expenses . . . . . . . . . . . . . . | $ ____________ .00 |
| g. Bad debts . . . . . . . . . . . . . . . . . . . . . . . | $ ____________ .00 |

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? . . . . . . . . . . . $ ____________ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.

A1475-11.7

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The Bureau of Economic and
Behavioral Research

1987

# The 1987 Survey of Dental Practice

## Patients of Dentists in Private Practice

February, 1988

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## FOR THE YEAR 1986

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## HIGHLIGHTS

- Please note that statistics are reported for independent dentists only.

- Specialists, as a group, saw a greater percentage of patients under the age of 15 than did general practitioners. This, however, tends to reflect the higher proportion of orthodontists among all specialists.

- General practitioners saw a greater percentage of patients between the ages of 15 and 64 than did specialists for each of the populations of dentists surveyed. Among all independent dentists, general practitioners received 65.3% of their patients from this age group, whereas specialists received 51.2%.

- General practitioners saw a greater percentage of patients aged 65 or older. General practitioners reported that 17.0% of their patients were in this age group, compared to 8.7% for specialists.

- Independent specialists estimated that they saw a greater percentage of patients with family incomes in excess of $30,000 than did general practitioners, 50.3% and 42.0% respectively. The difference was greatest among solo dentists, where independent specialists saw 10.0% more patients at this income level than did independent general practitioners.

- The majority of patients seen by general practitioners had family incomes ranging from $10,000 to $29,999, while the majority of patients seen by specialists (50.3%) had incomes that exceeded $30,000.

- Both general practitioners and specialists reported that over one-third of their patients were not covered by an insurance program; general practitioners reported 33.9%, specialists 34.2%.

- An average of 40.9% of specialists surveyed reported having no patients whose annual family income was below $10,000. This compares to 22.3% for general practitioners.

- Among all independent dentists, only 0.7% reported having no patients who were members of a racial minority.

## INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on the characteristics of patients of independent dentists in private practice in the United States for the year 1986. Areas covered in this report include patient characteristics such as age, annual family income, insurance coverage, and racial background.

Please note that statistics are reported only for independent dentists and are analyzed in three catagories: 1) all independent dentists, 2) solo dentists, and 3) independent dentists graduating since 1980. Each section is preceded by a brief summary citing statistics on the responding dentists in that given category. The tables present detailed data broken down by general practitioner and specialty status for each of the three categories. Statistics are based on responses from dentists regarding their entire practice patient load. The data were not gathered from surveys of patients. The data are merely descriptive regarding some access variables, including age, income level, racial background, and insurance coverage. Because of this, little can be concluded based on the data regarding, for example, the dentists' responses to economic barriers to care and whether or not the distribution of patients across dentists is related to how dentists respond.

In order to review the data in this report within a national context, the following statistics are provided. Slightly over 12% of the population in 1986 were 65 years of age or older. The percent of all families in 1986 with an income of less than $10,000 was 12.4%, including 4.6% under $5,000 and 7.8% between $5,000 and $10,000. In 1986, an estimated 12.2% of the U.S. population were members of a racial minority group. In 1984, 111 million persons were covered by private dental insurance; in 1985, 4.6 million received dental benefits through the Medicaid program.

## INDEPENDENT DENTISTS

Among all independent dentists, nearly two-thirds (63.2%) of their patients were between the ages of 15 and 64 years. This percentage is maintained among general practitioners (65.3%), but is lower (51.2%) among specialists.

The majority (47.2%) of patients seen by all independent dentists had annual family incomes ranging from $10,000 to $29,999. Independent specialists as a group estimated that 42.5% of their patients had annual family incomes in ths range, while independent general practitioners estimated 48.0% of their patients to be in this range.

Over half (60.9%) of patients seen by all independent dentists were covered by private insurance programs that paid or partially paid for dental care, while approximately one-third (33.9%) of all patients had no insurance coverage.

Of all independent dentists, 49.2% reported having no patients who were covered by a public assistance program. The percentage was slightly lower for general practitioners (48.9%) and slightly higher for specialists (51.2%).

One quarter of all independent dentists reported having no patients with family incomes under $10,000. The percentage is 2.5 points lower for general practitioners (22.3%) and is 15.9 percentage points higher for specialists (40.9%).

PATIENTS OF DENTISTS IN PRIVATE PRACTICE INDEPENDENT DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 17.71 | 1523 | 40.13 | 502 | 21.09 | 2025 |
| 15 TO 64 YEARS OF AGE | 65.31 | 1523 | 51.16 | 502 | 63.18 | 2025 |
| 65 YEARS OF AGE OR OLDER | 16.98 | 1523 | 8.70 | 502 | 15.73 | 2025 |
| FAMILY INCOME UNDER $10,000 | 10.02 | 1390 | 7.18 | 440 | 9.60 | 1830 |
| FAMILY INCOME $10,000 TO $29,999 | 48.02 | 1390 | 42.52 | 440 | 47.22 | 1830 |
| FAMILY INCOME $30,000 OR MORE | 41.96 | 1390 | 50.30 | 440 | 43.18 | 1830 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 60.97 | 1469 | 60.75 | 484 | 60.93 | 1953 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 5.15 | 1469 | 5.01 | 484 | 5.13 | 1953 |
| NOT COVERED BY AN INSURANCE PROGRAM | 33.88 | 1469 | 34.24 | 484 | 33.94 | 1953 |
| WERE MEMBERS OF A RACIAL MINORITY | 16.37 | 1362 | 16.53 | 468 | 16.40 | 1830 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE INDEPENDENT DENTISTS

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 3.0 | 51 | 7.4 | 23 | 3.6 | 73 |
| 15 TO 64 YEARS OF AGE | 0.0 | 0 | 0.6 | 2 | 0.1 | 2 |
| 65 YEARS OF AGE OR OLDER | 2.0 | 34 | 43.6 | 133 | 8.2 | 167 |
| FAMILY INCOME UNDER $10,000 | 22.3 | 350 | 40.9 | 109 | 25.0 | 459 |
| FAMILY INCOME $10,000 TO $29,999 | 1.4 | 22 | 4.1 | 11 | 1.8 | 32 |
| FAMILY INCOME $30,000 OR MORE | 1.4 | 23 | 0.9 | 2 | 1.4 | 25 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.1 | 2 | 0.0 | 0 | 0.1 | 2 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 48.9 | 811 | 51.2 | 151 | 49.2 | 961 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.5 | 9 | 1.0 | 3 | 0.6 | 12 |
| WERE MEMBERS OF A RACIAL MINORITY | 0.9 | 14 | 0.0 | 0 | 0.7 | 14 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SOLO DENTISTS

Approximately 84.3% of the patients seen by all solo dentists were under the age of 65. Specialists reported a greater percentage of younger patients, while general practitioners reported a greater percentage of patients in older age categories.

Reflecting the fact that specialists tend to see more young patients than do general practitioners, 46.9% of all solo specialists reporting having no patients aged 65 or older. In comparison, this percentage for general practitioners was 2.3%.

The majority of patients seen by all solo dentists had annual family incomes ranging from $10,000 to $29,999. Specialists estimated that 42.3% of their patients were in this income category, whereas general practitioners estimated 49.2%.

Solo dentists reported that an average of 15.6% of their patients were members of a racial minority. General practitioners reported a similar percentage (15.5%), and for specialists the figure was slightly higher (16.4%).

Over half (60.2%) of the patients seen by all solo dentists were covered by a private insurance program that provides full or partial payment for dental care. Over one-third (34.8%) of the patients seen by all solo dentists had no insurance coverage.

About 50.3% of all solo dentists reported having no patients who were covered by a public assistance program. Among solo general practitioners, the percentage was 49.9%, and among specialists, 52.9%.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE SOLO DENTISTS

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 17.77 | 1178 | 41.66 | 356 | 21.11 | 1534 |
| 15 TO 64 YEARS OF AGE | 65.23 | 1178 | 50.37 | 356 | 63.15 | 1534 |
| 65 YEARS OF AGE OR OLDER | 17.00 | 1178 | 7.98 | 356 | 15.74 | 1534 |
| FAMILY INCOME UNDER $10,000 | 10.10 | 1075 | 7.03 | 312 | 9.68 | 1387 |
| FAMILY INCOME $10,000 TO $29,999 | 49.23 | 1075 | 42.26 | 312 | 48.28 | 1387 |
| FAMILY INCOME $30,000 OR MORE | 40.68 | 1075 | 50.72 | 312 | 42.03 | 1387 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 60.32 | 1139 | 59.53 | 340 | 60.21 | 1479 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 4.95 | 1139 | 4.94 | 340 | 4.95 | 1479 |
| NOT COVERED BY AN INSURANCE PROGRAM | 34.73 | 1139 | 35.54 | 340 | 34.84 | 1479 |
| WERE MEMBERS OF A RACIAL MINORITY | 15.48 | 1044 | 16.44 | 332 | 15.62 | 1376 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE SOLO DENTISTS

PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 3.1 | 41 | 9.3 | 20 | 3.9 | 61 |
| 15 TO 64 YEARS OF AGE | 0.0 | 0 | 0.3 | 1 | 0.0 | 0 |
| 65 YEARS OF AGE OR OLDER | 2.3 | 31 | 46.9 | 101 | 8.5 | 132 |
| FAMILY INCOME UNDER $10,000 | 23.2 | 281 | 43.6 | 83 | 25.9 | 364 |
| FAMILY INCOME $10,000 TO $29,999 | 1.2 | 15 | 5.4 | 10 | 1.8 | 25 |
| FAMILY INCOME $30,000 OR MORE | 1.2 | 15 | 0.3 | 1 | 1.1 | 15 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.2 | 2 | 0.0 | 0 | 0.2 | 2 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 49.9 | 641 | 52.9 | 109 | 50.3 | 751 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.4 | 6 | 1.5 | 3 | 0.6 | 9 |
| WERE MEMBERS OF A RACIAL MINORITY | 0.9 | 10 | 0.0 | 0 | 0.7 | 10 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## INDEPENDENT DENTISTS GRADUATING SINCE 1980

Nearly two-thirds (63.4%) of all patients seen by independent dentists graduating since 1980 were between the ages of 15 and 64 years.

Like solo dentists and all independent dentists, specialists graduating since 1980 saw a higher percentage of younger patients than did general practitioners. For specialists, 60.1% of patients were of age 14 or younger whereas the percentage for general practitioners was 19.0%.

The majority (46.6%) of patients seen by all independent dentists graduating since 1980 had estimated annual family incomes from $10,000 to $29,999. The dentists estimated that 12.0% of their patients had annual family incomes under $10,000, and that 41.5% had annual family incomes in excess of $30,000.

Over half (63.2%) of the patients seen by all independent dentists graduating since 1980 were covered by private insurance programs. Conversely, 28.7% of the patients seen by independent dentists graduating since 1980 were not covered by an insurance program.

PATIENTS OF DENTISTS IN PRIVATE PRACTICE

INDEPENDENT DENTISTS
GRADUATING SINCE 1980

MEAN PERCENT OF PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 19.02 | 247 | 60.05 | 19 | 20.65 | 266 |
| 15 TO 64 YEARS OF AGE | 64.52 | 247 | 35.89 | 19 | 63.38 | 266 |
| 65 YEARS OF AGE OR OLDER | 16.46 | 247 | 4.05 | 19 | 15.96 | 266 |
| FAMILY INCOME UNDER $10,000 | 11.86 | 229 | 14.82 | 17 | 11.98 | 246 |
| FAMILY INCOME $10,000 TO $29,999 | 46.96 | 229 | 36.53 | 17 | 46.56 | 246 |
| FAMILY INCOME $30,000 OR MORE | 41.17 | 229 | 48.65 | 17 | 41.46 | 246 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 63.54 | 241 | 56.00 | 19 | 63.23 | 260 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 7.95 | 241 | 10.63 | 19 | 8.06 | 260 |
| NOT COVERED BY AN INSURANCE PROGRAM | 28.51 | 241 | 33.37 | 19 | 28.71 | 260 |
| WERE MEMBERS OF A RACIAL MINORITY | 20.48 | 225 | 24.00 | 18 | 20.63 | 243 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## PERCENT AND NUMBER OF DENTISTS HAVING NO PATIENTS WHO WERE OR HAD

| | TYPE OF DDS | | | | | |
|---|---|---|---|---|---|---|
| | GENERAL PRACTITIONER | | SPECIALIST | | ALL - WEIGHTED | |
| | MEAN | NUMBER | MEAN | NUMBER | MEAN | NUMBER |
| 14 YEARS OF AGE OR YOUNGER | 0.8 | 2 | 5.3 | 1 | 1.0 | 3 |
| 15 TO 64 YEARS OF AGE | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| 65 YEARS OF AGE OR OLDER | 2.0 | 6 | 57.9 | 7 | 4.2 | 12 |
| FAMILY INCOME UNDER $10,000 | 15.7 | 41 | 41.2 | 4 | 16.7 | 45 |
| FAMILY INCOME $10,000 TO $29,999 | 1.3 | 3 | 17.6 | 2 | 1.9 | 5 |
| FAMILY INCOME $30,000 OR MORE | 0.9 | 2 | 5.9 | 1 | 1.1 | 3 |
| COVERED BY PRIVATE INSURANCE PROGRAM | 0.0 | 0 | 0.0 | 0 | 0.0 | 0 |
| COVERED BY PUBLIC ASSISTANCE PROGRAM | 40.7 | 111 | 42.1 | 5 | 40.7 | 116 |
| NOT COVERED BY AN INSURANCE PROGRAM | 0.8 | 2 | 0.0 | 0 | 0.8 | 2 |
| WERE MEMBERS OF A RACIAL MINORITY | 0.9 | 2 | 0.0 | 0 | 0.9 | 2 |

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

## SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

### Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

### Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

## Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

| | |
|---|---|
| General Practitioner | .85/.753 = 1.128818 |
| Specialists | .15/.247 = 0.607287 |

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

## DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

**All Dentists:** This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

**Dental Practice Personnel (All Staff):** This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

**Full-Time and Part-Time:** For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

**Hourly Salary:** The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

**Independent Dentists:** All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

**Mean:** This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

**Mean Per Year:** This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

**Nonowner Dentists (Employed):** This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

**Nonsolo Dentists:** Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

**Patient No-Shows:** The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

**Regions:** The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

**Scheduled Visits Treated:** Scheduled appointments that were kept by the patients.

**Solo Dentists:** All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

**Total Patient Visits:** Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

**Weighting:** Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

ADA
American
Dental
Association

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# 1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

| | Primary Occupation | Secondary Occupation |
|---|---|---|
| a. Private practice (full- or part-time) | 00 | 00 |
| b. Dental school faculty/staff member | 01 | 01 |
| c. Armed Forces | 02 | 02 |
| d. Other federal services (e.g., VA, PHS) | 03 | 03 |
| e. State or local government employed | 04 | 04 |
| f. Hospital staff dentist | 05 | 05 |
| g. Intern/resident | 06 | 06 |
| h. Other student | 07 | 07 |
| i. Other health/dental organization staff member (e.g., NIDR) | 08 | 08 |
| j. Not in practice/retired | 09 | 09 |
| k. Occupation unrelated to dentistry | 10 | 10 |
| l. **NO SECONDARY OCCUPATION** | — | 11 |

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

## INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes ........ 1
No ........ 2

| | Primary Practice | Secondary Practice |
|---|---|---|
| 3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986? | 19 ____ | 19 ____ |

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 | 1 |
| b. Partner in a complete or limited partnership | 2 | 2 |
| c. Shareholder in an incorporated dental practice | 3 | 3 |
| d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder | 4 | 4 |
| e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis | 5 | 5 |
| f. Independent contractor | 6 | 6 |
| g. Other, please specify ____________ | | |

| | Primary Practice | Secondary Practice |
|---|---|---|
| 6. What was the zip code of your practice(s) during 1986? | ________ | ________ |
| | zip code | |

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

The average number of:

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) ....... | ________ | ________ |
| | appointments per week | |
| b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.) ........................ | ________ | ________ |
| | visits per week | |
| c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.) .... | ________ | ________ |
| | visits per week | |
| d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only ................ | ________ | ________ |
| | visits per week | |

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

| | Primary Practice | Secondary Practice |
|---|---|---|
| a. Total number of weeks worked (excluding vacation) ............... | ________ | ________ |
| | weeks | |
| b. Total number of **HOURS PER WEEK** spent in the practice ................ | ________ | ________ |
| | hours per week | |
| c. Number of hours per week spent **TREATING PATIENTS** in the practice ........................... | ________ | ________ |
| | hours per week | |

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

| | Net Income |
|---|---|
| a. Your primary practice ................ | $ ____________.00 |
| b. Your secondary practice (if applicable) | $ ____________.00 |
| c. Other income from dentistry (i.e., teaching, research, other practice, etc.) | $ ____________.00 |

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

## ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Dentist Positions |
|---|---|
| a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders) .. | ____________ |
| b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) if none, enter zero .. | ____________ |

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

| | Number of Employee Positions | |
|---|---|---|
| | full-time | part-time |
| a. Dental hygienist(s) ................ | ________ | ________ |
| b. Chairside assistant(s) ............. | ________ | ________ |
| c. Secretary/receptionist(s)* ......... | ________ | ________ |
| d. Dental laboratory technician(s) .... | ________ | ________ |
| e. Bookkeeper, business personnel ... | ________ | ________ |
| f. Other, please specify ____________ | ________ | ________ |

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986: If the practice did not employ someone in these positions, please check the appropriate box in the first column.

| **DENTAL HYGIENIST (S):** | Not applicable (Please check boxes) | 1986 ANNUAL Salary/ Commission (in dollars) | Weeks Worked in 1986 | Hours Worked per Week | Length of Experience PRIOR to Employment in this Practice | | Length of Employment in this Practice | |
|---|---|---|---|---|---|---|---|---|
| Position #1 .................... | ☐ | $ ________ per year | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #2 .................... | ☐ | $ ________ per year | ________ | ________ | ________ | ________ | ________ | ________ |
| Position #3 .................... | ☐ | $ ________ per year | ________ weeks | ________ hours | ________ years | ________ months | ________ years | ________ months |

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Dental Hygienist(s)**

a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment ... ________ **appointments per week**

b **SCHEDULED VISITS** per week that were actually treated by all hygienist(s) .... ________ **visits per week**

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of: **Entire Practice**

a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only) .................. ________ **appointments per week**

b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero .................................. ________ **visits per week**

c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero .............. ________ **visits per week**

d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only) ..... ________ **visits per week**

15. Approximately what percentage of the patients who visited the primary practice in 1986:

**Entire Practice Patient Characteristics**

a. were:
14 years of age or younger ............ ________%
15 to 64 years of age .................. ________%
65 years of age or older ............... ________%
**TOTAL 100 %**

b. were members of families whose annual income is estimated to be:
under $10,000 ........................ ________%
$10,000 to 29,999 ..................... ________%
$30,000 or more ...................... ________%
**TOTAL 100 %**

c. were:
covered by a private insurance program that pays or partially pays for their dental care .......................... ________%
covered by a public assistance program that pays or partially pays for their dental care .......................... ________%
not covered by an insurance program .. ________%
**TOTAL 100 %**

d. were members of a racial minority ..... ________%

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** ..... ________ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT**:

**Entire Practice Waiting Time**

| | patient of record | new patient | |
|---|---|---|---|
| a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases) .......................... | ________ | ________ | **days** |
| b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT** ................ | ________ | ________ | **minutes** |

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 (**annual billing**)? ......... $ ________.00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

**Gross Receipts**

a. as direct patient payment ................ ________%
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance) ........................ ________%
c. as direct payment from private insurance carriers ........................ ________%
d. from other sources of payment (Please specify) ________ ________%
**TOTAL 100 %**

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes ............................................... 1
No ................................................ 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

**Expenses**

a. Yearly rent ........................ $ ________.00
b. Yearly mortgage (including interest) $ ________.00
c. Total salaries, wages and commissions of non-dentists employees .. $ ________.00
d. Commercial dental laboratory charges ........................ $ ________.00
e. Dental supplies .................. $ ________.00
f. Advertising expenses ............. $ ________.00
g. Bad debts ........................ $ ________.00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? ........... $ ________.00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.